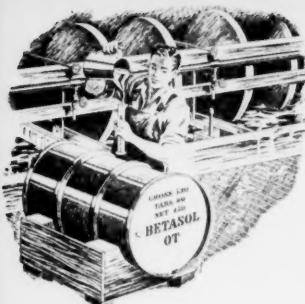


# LEATHER and SHOES



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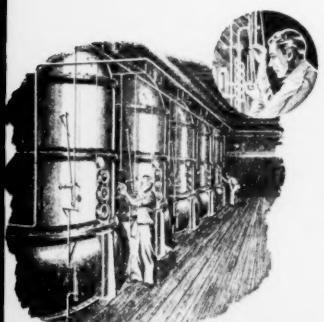
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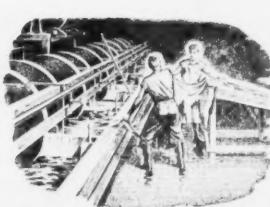
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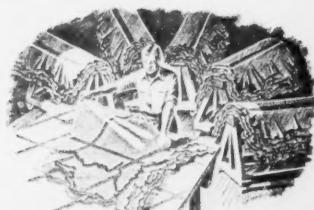
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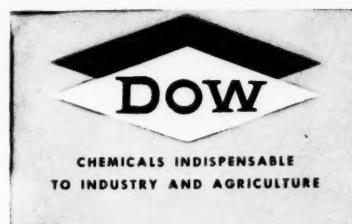


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#### U. S. Commerce Dept. goes to bat for business

With Tobin beating the drum for labor, and Brannan for farmers, Commerce Secretary Sawyer now feels it his job to carry the ball for business in the Cabinet. No more of the passive role of letting business take care of itself. Sawyer will now plug for investment incentives, lower excise taxes and liberalized tax regulations for business as a starter. It's a new twist in New Deal-Fair Deal government.

#### New angle on old-age pensions proposed by Prof.

Sumner H. Slichter of Harvard Business School may help solve nation's pension puzzle. Slichter says Gov't., not industry, should take over entire responsibility, urges businessmen get behind Federal old-age pension plan, which assures workers one-half average income.

Both small and large business stand to benefit under Slichter suggestion. Former worried how it can bear burden of private pensions and compete with big business. Latter fears pressure by unions through collective bargaining may force pensions to unreasonably high levels.

Slichter plan would have universal coverage, including both union, non-union, white collar, etc., workers, under enlarged social security system. Plan does not discourage employers from hiring older workers, protects employees in case of business failures.

Is bigness itself in business an evil? Current government thinking is yes. Thus any business "big" may come under scrutiny, get the investigation treatment on principle of bigness alone, with aim to associate it with monopoly practices.

This could affect the shoe industry. United Shoe Machy. Corp. already on trial for anti-trust violation. Recent Federal Trade Commission report showed International Shoe Co., owning 24% of total net capital assets of corps. in the industry, Endicott-Johnson owning 16%, Brown Shoe with 3.8%, General Shoe with 3.4%, etc. On principle of current hostility toward business bigness, it could inspire an "inquiry" by congressional probers.

Good study of family spending habits on footwear now being distributed by U. S. Dept. of Labor under title, "Family Expenditures for Clothing 1947." Booklet shows how much families of various income levels in Washington, D. C., Richmond, Va., and Manchester, N. H., spent on various items including footwear during the year.

Shoe manufacturers can learn much about footwear expenditures made by various income brackets through this study, apply what they learn to production, merchandising and advertising plans. In the nation's capital, for instance, low income families (\$1000 to \$2000 annually after taxes) made men's footwear their second largest expenditure (about 23%), second only to suits and trousers. Families

in \$2000 to \$3000 bracket (after taxes) spent more for boys' shoes than any other clothing expenditure.

Similar facts revealed about women's and girls' footwear expenditures by age bracket (2 to 16 years of age, 16 years and over) and children under 2 years, all according to family income bracket up to \$10,000 and over.

Significant factor in Truman Administration's forthcoming drive for "Fair Deal" legislation seen in report of Senate sub-committee on "Low Income Families" prepared for Joint Committee on the Economic Report. Report states that nearly 10 million families or about one-fourth of all nation's families last year earned or received less than \$2000.

Interesting facts about shoe and leather industry found in report. Fully 45% of workers in men's shoe factories either earn less than \$1 per hour or less than \$2000 per year of full employment. More to come later.

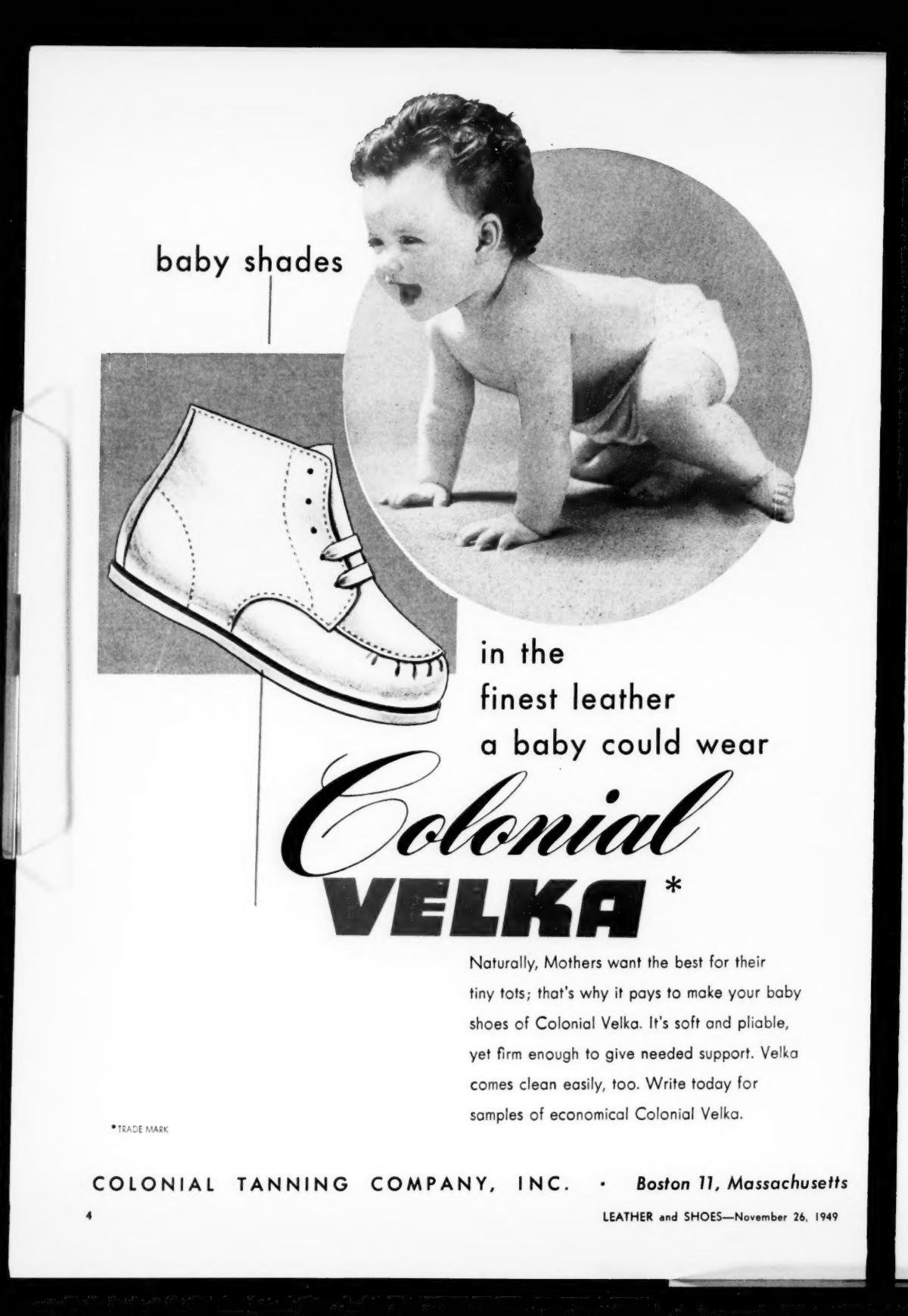
Effect of devaluation showing up already in imports of finished leather manufactures. Sept., 1949, imports valued at \$1,200,000 as against \$800,000 for Aug., 1949, and \$900,000 for Sept., 1948. Semi-manufactures of leather imported valued at \$1,100,000 in Sept. against \$900,000 in Aug.

No effect evident on hides and skins. Export restrictions, higher hide prices, etc., keeping U. S. imports at low ebb. Value of hide and skin imports set at \$6,700,000 in Sept., a decrease from \$7 million in Aug. Growing imports of Argentine hides may help raise this figure, but world market situation still a closed door.

Latest word on CIO Communist crackdown is that national CIO leaders will take their time in getting rid of remaining 10 leftist unions, including International Fur and Leather Workers. Plan is to consolidate stand against United Electrical Workers, first union to feel boot, while knocking others out piecemeal.

Booting out must be done legally since Communists may be expected to take case to court. CIO lawyers need time to prepare case solidly. In meantime, right wingers within each union, including IFLWU, will be able to marshal forces, try to bring majority of membership over to new non-Communist union and get charter from CIO.

Miscellany: New York AFL and CIO leaders reported planning joint political committee next year. Purpose to influence policies of two major parties in state. CIO and AFL get along well on political matters, can throw sizable labor vote together. . . . Rumors that British Govt. will re-impose shoe rationing have started near shoe-buying panic among consumers. London retail stores report sales at new peak.



baby shades

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finest leather  
a baby could wear

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# EDITORIAL

## Red Shoes

PLAYING the country's movie houses is a delightful ballet-musical called "Red Shoes," an imported film.

Also imported but not so delightful are the "red shoes" coming from Communist Czechoslovakia.

There has been much comment about these recent shoe imports from Czechoslovakia. Our own industry officials have stated that the quantity of these shoes to date (about 50,000 pairs) is negligible, and that they represent no real "threat" to our shoe manufacturers. That is quite true.

However, the importers responsible for bringing these shoes into the country have no intention of being content with a mere 50,000 pairs but have expressed plans to import 500,000 pairs, and more. Compared with a total U. S. shoe production of 460,000,000 pairs, the Czech imports of 500,000 pairs would represent only about 1/10 of one percent, a seemingly inconsequential fraction.

But these Czech shoes are priced to sell in the U. S. for \$3 and under. Now, we produce about 12,000,000 pairs of women's shoes priced to retail for \$3 and under. It is this class of shoes that will be in direct competition with the Czech imports. Thus 500,000 pairs of such Czech shoes would comprise about five percent of this class of shoe. The competition becomes realistic.

An interesting pattern appears to be unobtrusively in the making. For the entire 12 months of 1948 Czechoslovakia exported only 3,400 pairs of women's and misses' shoes for a total value of \$10,967. But in the first eight months of 1949 these exports have increased to 33,027 pairs valued at \$59,890. By the time 1949 is completed the figures of Czech shoe (women's and misses' only) exports to the U. S. may be impressive.

The significant point is this: the Czech shoe industry has made its postwar recovery, has taken care of domestic and other footwear needs, and now appears determined to earn dollars in the U. S. by substantially stepping up its shoe exports. This

seems to indicate that 1950 will see an even larger quantity of Czech shoe imports here than in 1949. And this will continue to rise in the face of our farcical "reciprocal" trade agreement with Czechoslovakia.

We have only to recall the Czech shoe imports here in the Thirties, when in 1937 these imports amounted to 2,500,000 pairs retailing here for \$1.69 to \$2.39, despite a tariff of 30 percent. These 2.5 million pairs comprised 10 percent of our total production of comparably priced footwear. Thus, what started as an apparently innocuous scale of Czech imports in 1929, gradually rose in a few years to represent a substantial competitive threat to a certain portion of our shoe industry.

It is here significant to ask: Are we now viewing what promises to be a repetition of this prewar pattern, beginning with an unobtrusive and inauspicious quantity, only to work up to a wholesome threat?

We are in full agreement with the principle of reciprocal world trade. We fully agree with the desire to open our lucrative markets to foreign products, and to step into fair and open competition with such.

At the same time, we do not believe that our industry or government can provide conclusive evidence against Czech shoe exports into the U. S. on the grounds of "dumping," use of slave labor, selling below cost, and other evidence which might officially restrict or halt expansion of such exports. Moreover, such steps would be exceptionally difficult to achieve

now because our government has openly dedicated itself to sponsoring free world trade and encouraging such by lowering our tariff walls. It is unlikely that an exception will be made in such tariffs for the shoe industry.

But why, anyhow, should we attempt to restrict these Czech shoe imports? Isn't that a contradiction of our stand of advocating world trade and welcoming competition of foreign products?

No, for the introduction of Communism now forces a change in the character of our stand. The white-hot hatred of official Communism toward the U. S. government and its free enterprise economy is common knowledge. Czech premier Klement Gottwald and his entire administration have been extremely vituperative toward the U. S. It is well known that Communism and Communist governments such as Czechoslovakia are dedicated to the ultimate destruction of capitalism. We were condemned for selling scrap iron to Japan right up until Pearl Harbor. We were condemned for trading with Fascist Italy and Nazi Germany up until the last moment. We are now facing the same issue in principle here — feeding the hand that will ultimately knife us.

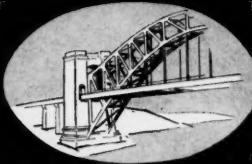
The most effective way to restrict Czech shoe imports is on *moral* grounds. The retailer who buys and sells Communist products made under slave labor conditions in preference to similar products made in free democracies should be censured. If his conscience will not provide self-censure, then it is the duty of our trade associations—the National Shoe Retailers Assn., the National Assn. of Shoe Chain stores, and others — to use their influence and suasive powers to obtain action. As a last resort the American consumers might be informed and made to realize the facts. They could be depended upon to give effective answer to the problem.

This is by no means suggested coercion. We firmly repeat: the issue here is not an economic but a *moral* one. Those who compromise to do business with the devil for economic gain show an irresponsibility toward their moral obligations in a free society. If sincere and friendly suasion will not make them realize these obligations, then public censure becomes essential.

### NOTICE

Anyone desiring reprints of LEATHER and SHOES' editorials may obtain them at the following nominal cost:

Up to 100 .....	10c each
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1,000-3,000 .....	2½c each
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## When You Build a Bridge Between Toe and Heel Select from these Basic Designs

Well-fitted shanks are essential in preserving the work of stylist, last maker, and shoemaker. Much of their creative skill and craftsmanship can be lost unless the shank — strongest structural member of the shoe — fits properly and helps to maintain correct lines.

If your present shank fitting schedule leaves room for improvement in your shoemaking, you need United's shank fitting service by specialists. Judge for yourself in your own shoes the effectiveness of a properly fitted shank. Just ask your United Man.



Vita-Tempered Steel Shanks  
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Fit like master models. Clean,  
ready-to-use. Preserve balanced tread.

UNITED SHOE MACHINERY CORPORATION  
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# CONTENTS

## FEATURES

MALLET BARK AND EXTRACT . . . By Frederick L. Hilbert . . .	19
A species of the eucalyptus tree, it contains about 44/45 percent of extractable tannin—and has a very interesting history.	
IN-STOCK DEPARTMENTS — PHENOMENAL POSTWAR GROWTH . . .	21
They have expanded by 25 percent in dollars and units sold, largely the result of the short-range buying policy. Benefits are matched by hazards. What is the remedy?	
LOW SHOE FACTORY PRODUCTIVITY—DANGER AHEAD . . .	25
For two decades shoe factory productivity has been almost static. The mfr. is caught between rising costs and declining prices. The squeeze may become more painful unless . . .	
NEW IDEAS IN SHOE CONSTRUCTION . . .	28
Simplified Wedge. . . Economical Shoe. . . Shoe Stamping Press.	

## NEWS HEADLINES

- TC LAB DEVELOPS HIDE, LEATHER MOISTURE-METER**—Portable electronic device measures amount of moisture in hides and leather.
- GOLD SEAL CORP. TO CLOSE**—A. S. Beck manufacturing subsidiary in Boston not to renew lease in 1950. Operations halted.
- NLRB RULES FULTON COUNTY UNION INELIGIBLE**—Independent Leather Workers Union termed front for former "Communist-led" Local 202.
- NSMA DISCUSSES CZECH SHOE IMPORTS WITH GOVT.**—Assn. finds little to fear from fair foreign competition.
- SEPT. SHOE OUTPUT OFF 8%**—Census Bureau blames decline on decrease in women's dress shoe production.
- SPRING SHOE OUTLOOK FAVORABLE**—NESLA proxy says sales and production should equal or exceed Spring 1949. Prices may rise.

## WEEKLY DEPARTMENTS

NEWS X-RAY . . .	3	LEATHER MARKETS . . .	30
EDITORIAL . . .	5	DEATHS . . .	38
NEWS . . .	8	HIDES AND SKINS . . .	35
SPOT NEWS . . .	11 & 37	WANT ADS . . .	37
LABOR NEWS . . .	12	COMING EVENTS . . .	38
PERSONNEL . . .	16	INDEX TO ADVERTISERS . . .	38

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# NEWS

## TC Lab Develops Moisture-Meter For Hides & Leather

Development of a new portable device which scientifically measures the amount of moisture present in hides and leather has been announced by Dr. Fred O'Flaherty, director of the Tanners' Council Research Laboratory at the University of Cincinnati. The announcement was made on the 25th anniversary of the laboratory, world center for leather research.

A potentially great time and money saver in the leather industry, the electronic moisture-meter can easily be operated by a worker in a tannery or buyer at the hide market. It will give a reasonably accurate reading almost instantaneously without damage to the leather, according to Dr. O'Flaherty, noted leather chemist.

Dr. O'Flaherty said the device is about the size and weight of a portable radio and should be relatively inexpensive to manufacture. It was developed by Dr. Seymour Kremen, research associate at the TC laboratory, assisted by Leigh M. Matthews, instructor in electrical engineering at the university. Basically, the device is a radio transmitter which Dr. Kremen spent a year adapting to leather research.

"The development is important to the dealer who buys and sells raw hides, to the tanner, and to the manufacturer of leather products," said Dr. O'Flaherty. "The dealer in raw hides buys and sells his product by weight. A ton of hides is worth more in dollars and cents if it has less water in it."

To the tanner who processes leather, the moisture content is important because it determines the quality of the finished product . . . to the manufacturer, certain processes require the wetting down of the leather to shape it into usable products, and the quantity of water has to be accurate. Here, too, guesswork can be eliminated."

### Navy Asks Insole Bids

The New York Navy Purchasing Office has issued a bid invitation calling for 20,000 pairs of felt in-

soles. Item 1 specifies 15,000 medium sized insoles, cut to fit shoes sized 10 and 11, and 5,000 small insoles for sizes 8, 9, and 10. Bids will be opened at 10:00 a.m., Dec. 2 with delivery scheduled for Brooklyn Depot by Jan. 31, 1950.

### Gold Seal Corp. To Close

Gold Seal Shoe Corp., Boston manufacturing branch of A. S. Beck Shoe Corp., will shut down completely after its present lease expires at the end of the year. LEATHER AND SHOES learned this week.

Rumors of the closing were confirmed when Local 1, United Shoe Workers of America, received a letter from Saul Schiff, Gold Seal president, stating that the lease would not be renewed. The letter read: "The lease for the premises expires Dec. 31, 1949. Under all the circumstances which prevail, the company does not intend to renew the lease."

Company spokesmen said that the shutdown will be permanent with no more contemplated. The plant has been producing high style women's cemented welts and California process shoes retailing at \$5.99 to \$6.99 and has a production capacity of about 150 cases daily. No shoes have been produced recently.

The company has three other women's shoe plants operating at present but has not decided whether it will increase production at these plants to supply its stores. Unit sales during the year are reported at 10 percent above those of last year. Close to 500 workers were employed at the Boston plant.

### "Shoe and Leather Industry Forecast for 1950" By L&S

Considered the most complete and comprehensive survey of its kind ever undertaken in the industry, *Leather And Shoes* magazine will publish the report of its "Shoe and Leather Industry Forecast for 1950" in its forthcoming Annual Number, to be issued December 31.

Hundreds of industry executives have been, and are being, polled to

answer specific questions concerning the industry for the year ahead. Separate presentations will be published for the following groups: shoe manufacturers (men's, women's and juvenile); tanners (classified by type of leather produced); shoe retailers (chains, independents, department stores, mail order houses); shoe wholesalers; shoe designers and stylists; hide and skin dealers; shoe materials and supply firms; leather materials and supply firms. In addition there will be a "labor outlook" survey based on detailed interviews with leading shoe industry unions. Also a Washington report.

As an added feature, more than a score of the industry's leading trade organizations or associations are preparing exclusive 1950 "outlook" reports for this issue.

"The Shoe and Leather Industry Forecast for 1950" will thus provide an extensive but coordinated report from every branch of the industry, will bear strong influence on trends and plans for the coming year.

Another section of the Annual Number will be given over to a review of 1949, comprising a general review of the industry, a news review, style review, market review, a review of new inventions and products introduced to the industry in 1949, etc.

It is believed that altogether this will comprise a new high level in business journalism in the shoe and leather industry and that the contents of the issue will provide industry executives with invaluable "guide" material for their 1950 plans and operations.

### NLRB Declares Fulton County Union Ineligible

In a surprise move, the National Labor Relations Board ruled this week the Independent Leather Workers Union ineligible to appear on the forthcoming Fulton County, N. Y., bargaining agent election. NLRB said that the Independent union is in reality a front for the former Local 202, International Fur and Leather Workers Union, CIO, whose leaders, as such, have not signed non-Communist oaths required by Taft-Hartley.

At the same time, LEATHER AND SHOES learned that the Textile Workers Union of America, right wing CIO affiliate, is seeking a place on the NLRB ballot by circulating petitions for signatures of Fulton County tannery workers. Some 1100 workers have been involved in a strike-lockout with 18 tannery-members of the Tanners Assn. of Fulton County.

No immediate word was forthcoming from NLRB as to the status of the election. If the Textile union is successful in obtaining signatures of 30 percent of workers, it may petition for a place on the ballot. If not, United Leather Workers Union, AFL, may occupy a one-union ballot.

### **Color, Merchandising Rules West Coast Show**

Definite wooing of the ultimate consumer marked the 1950 Spring Shoe Show sponsored by the West Coast Shoe Travelers Associates, Inc., in Los Angeles, November 13-16. This is in line with the new retailer-consumer relation program of the organization.

The public was invited to attend the show on Monday and Tuesday, and the entire week was proclaimed Greater Los Angeles Shoe Week. Newspaper and radio broadcasts carried stories of the event. In addition, a radio Round Table discussion of shoe trends and style forecasts was broadcast. Participants included Walter J. Galvin of Allen-Squires Co., president of the Association; Harry J. Evans of Lockwedge Shoe Corp., retiring president of the National Shoe Traders Association; Gil Winneguth, second vice president of the local organization and chairman of the show; and Martha Weisler, chairman of publicity.

With prices holding firm, shoe buyers were advised to place orders early and consumers were told, over the radio, that since prices would remain high and might go even higher, wise shoppers would not postpone their buying.

Although orders were not phenomenal, they did not fall below expectations. More than 500 lines were displayed in the 278 sample rooms of the Alexandria Hotel, headquarters of the show, and registrations exceeded 1,400.

Most of the interest was displayed in basic spring shoes, with a strong preference for color, especially reds and blues, and in white shoes with multicolor. In men's shoes, demand was strong for blue suedes. Growing importance of nylon mesh for both men's and women's shoes was evidenced, and calf still received emphasis in feminine footwear. Shoes with the stripplings treatment attracted substantial orders.

Three educational displays met with exceptional interest both from the trade and the visiting public. Through the cooperation of the United Shoe Machinery Co., which provided the machinery set-up, and

Vogue Shoes, Inc., whose personnel was used for demonstration, buyers and public were enabled to see shoes made before their very eyes. In conjunction with this shoemaking exhibit the Tanners' Council of America displayed a variety of leathers in Spring colors. The private collection of antique shoes owned by Charles Cline, shoe retailer, was also loaned for the show.

### **NSMA Discusses Czech Shoe Imports With Govt.**

Although the U. S. shoe industry should have little to fear from shoes exported here by Czechoslovakia or any other country, according to the National Shoe Manufacturers Assn., the Association revealed this week that it has discussed the problem with various Govt. officials.

The immediate cause for concern, said the Association, is the recent offering of slip-lasted and cement type Czechoslovakia women's shoes at prices "far below those at which similar shoes could be produced in this country."

"Several volume buyers have told us that a cheap slip-lasted shoe, which could be retailed for about \$1.95, and a cemented shoe, which could be retailed for about \$2.79, are much too good to turn down, if they are as good as they look and if deliveries prove to be dependable," NSMA stated.

The Association added that shoe manufacturers know "if shoes come in here at prices with which we cannot compete, the country of origin must somehow be force-feeding exporters in a frantic effort to disrupt our industry or to obtain dollar ex-

### **Sept. Retail Sales Up 38%**

Sales of independent retail shoe stores in Sept. ran fully 38 percent ahead of Aug., the Census Bureau reports in its latest release. Sept. shoe business, however, fell eight percent below Sept. 1948 totals. Sales for the first nine months of the year were six percent below the corresponding period a year ago.

change. If we could prove this and also that the importation of such shoes actually was injuring competition in this country, we could ask the Treasury Dept. to take action in accordance with the Antidumping Act of 1921."

#### **Proof Of "Dumping"**

The Antidumping Act, however, has been used infrequently in the past, says NSMA, and the Treasury Dept. has been "exceedingly cautious and technical in the determination of 'dumping'." It would be difficult for U. S. shoe manufacturers to prove either "dumping" or "subsidization" under present circumstances, especially since Czechoslovakia is now "an Iron Curtain country."

"Barring special circumstances, we should have little to fear from Czechoslovakia or any other country's shoe imports. Although our foreign trade is small, our exports of leather footwear, exclusive of slippers and discontinued models, last year exceeded imports by 10 times. The preeminent position which we occupy in the world's production of footwear should enable us to cope with any legitimate competition, and if we encounter any that is clearly and unambiguously unfair, we should be able to secure some relief."

**Leather Footwear: U. S. Imports from Czechoslovakia by Classes (1948 and 1949)**

	Jan.-Dec., 1948 Pairs	Value
Leather boots and shoes:		
Men's welt:	1,440	\$12,965
Women's and misses':		
Turn or turned .....	36	28
McKay sewed .....	437	1,459
Having molded soles laced to upper .....	88	190
Cemented .....	60	421
Other .....	2,779	8,889
	29,364	14,957
Leather slippers (for housewear) .....		
Boots, shoes and other footwear (other than rubber-soled), with fabric uppers:		
Leather soled .....	20,153	10,705
Other than leather-soled and alpargatas .....	620	745
Total .....	54,977	\$50,339
	Jan.-Aug., 1949 Pairs	Value
Total .....	11,207	21,184
	80	140
	7,800	4,023
Total .....	41,057	\$64,352

Compiled by NSMA from official statistics by Dept. of Commerce.



AUSTIN MURRAY

recently resigned from the buying staff of Brooks Bros., New York, to become eastern sales manager for Lotus Shoes, Inc., distributor of shoes by Lotus of London. Murray will assume his new position in mid-Nov. and open a new show room at 5 East 40th St., New York City, about Dec. 1. Lotus shoes will be made available in both in-stock and make-up basis.

### ALCA Council Meets

A drastic revision of the Technical Committees of the American Leather Chemists Assn. was presented by president-elect R. M. Koppenhoefer at a meeting of the ALCA governing body held last week at the Terrace Plaza Hotel, Cincinnati, O. The council discussed a number of subjects which will be investigated during the coming year.

Committee chairman Howard Reuning of U. S. Leather Co. reported on progress made in the study of stream pollution. Reuning will abstract a summary of work done at Ohio Leather Co. for publication in the Tanners' Council Bulletin.

President A. H. Winheim presided and appointed a Nominations Committee and announced a new election procedure will take effect for the first time in 1950. Other officials present were: Dr. Fred O'Flaherty, secretary; Councilors A. W. Goetz, Ralph H. Ewe, and W. T. Roddy; Ways and Means chairman, H. B. Lincoln; and Editor Dean Williams.

### Mass. Leather Assn. Re-Elects Cox President

Elvin Cox, executive of the B. E. Cox Leather Co., Peabody, Mass., was re-elected president of the Massachusetts Leather Manufacturers Assn. at the annual meeting held last week at the Hawthorne Hotel, Salem, Mass.

New officers named were: Roger K. Eastman, Morrill Leather Co., vice president; and George W. Cromb, Puritan Tanning Co., treasurer. Bertrand W. Creese was re-elected secretary and William A. Duffy, president of William A. Duffy & Son

Leather Co., elected a member of the executive committee. Other members of the executive committee were also re-elected.

William Trask, a former executive with Nathan H. Poor Co., secretary of the Association for 16 years, was presented a set of golf clubs in recognition of his services. Featured speaker was A. W. Zelomek, well-known economist and president of the International Statistical Bureau, Inc.

### Delay USMC Trial

Further postponement of the civil action by the Anti-Trust Division, Dept. of Justice alleging monopolistic practices in the shoe industry by United Shoe Machinery Corp., Boston, has been announced by Federal Judge Charles E. Wyzanski, Jr.

USMC lawyers were scheduled to outline their defense on Nov. 22 but resumption of the trial has again been postponed until sometime in Jan., 1950. No definite date has been set yet.

### Form Lazar Backing Div.

Formation of the Lazar Backing Co., a division of Peters Bros. Rubber Co., Inc., in Brooklyn, N. Y., was announced this week by Harry and Abraham L. Lazar together with officials of Peters Bros. The latter firm has serviced the shoe industry as backers and coaters since 1879.

The Lazar Backing Co.-Division will offer service on backing and combining problems to the footwear trade. In addition, it will carry a complete line of backing cloths, cold processed tapes, quarter-linings and non-fray plumpers.

The new division was formed as a result of the current liquidation of Korex Coating Corp. and York Backing Corp., in both of which the Lazars served as officers. Widely known in the trade through their many years of activity in the combining industry, the Lazars will be responsible for the management of the new firm. Equipment acquired from the Korex and York liquidations will be added to present facilities at the Peters Bros. plant in Brooklyn.

### Int. Chemists' Congress Meets In Paris

The Congress of the International Union of Leather Trades Chemists' Societies held its first meeting this fall at the Maison de la Chimie, Paris, France. The meeting marked the first such international convention held since 1939 when the International Society of Leather Trade Chemists last met.

Professor P. Chambard, president of the Union's Executive Committee, announced that the 1950 meeting will be held in London with the following meeting in 1952 held in the U. S. under the auspices of the American Society of Leather Trade Chemists.

Following is a list of papers read: Investigations of Basic Chromium Chloride and Sulphate by means of Ion Exchange and Spectrophotometric Methods, by K. G. Gustavson; Comparative Study of Chromium and Aluminum Complexes in Solutions, by F. Grall; The Effect of Tanning Conditions on the Period of Tannage and the Distribution of Chromium in Leather, by F. Stanley Briggs; Iron Tannage, by Charles Castellu; The Effect of Acids and Salts on the Tanning Properties of Catechol Tannins, by G. H. W. Humphreys; The Importance of pH Value and of the Concentration of Salts and Acids in Vegetable Tanning, by Dr. M. P. Balfe; Infra-Red Radiation in the Leather Industry, by W. Deribere; Control and Quality of Artificial Tannins, by J. Thau; The Study of Turkish, Palestinian and Greek Valonea, by O. Gerngross; Present Position of Synthetic Tannins, by Dr. Biedermann; Tanning with Zirconium Salts, by Miss R. Lassere; and Zirconium Tannage, by Max Paquet.

### TC Lab Gets QM Contract

A \$25,000 two-year contract for research in synthetic substances for scarce oils and fats used in tanning has been awarded the Tanners' Council Research Laboratory at the University of Cincinnati. The award, made on the occasion of the Laboratory's 25th anniversary, was made by the Quartermaster General of the Dept. of the Army.

Dr. Fred O'Flaherty, U. C. professor of applied science in tanning research and head of the laboratory, will be in charge of work done under the QM contract. The award was made through the U. C. Research Foundation, of which Dr. O'Flaherty is executive director.

Earlier work in synthetics has been done in the Laboratory by William T. Roddy, associate professor, in collaboration with J. B. Brown of Ohio State. Both will continue their research under the latest Govt. contract.

In 1750, John Adams Dagyr arrived in Lynn, Mass., from Wales and opened a shoe shop which was the first to utilize a division of labor successfully. Because he gave each worker a specified job in the construction of the shoe, Adams is known as the Father of American Shoemaking.

# SPOT News

## Massachusetts

• Star Die & Supply Co., Lynn, has named Shevenell Sales Co. to handle sales of its lines in the New York Metropolitan area. The firm recently expanded its facilities to meet increased demand. Charles E. Shevenell and Harold Schleich will call on the New York trade.

• Assets of Elco Shoe Co., Boston, consisting of machinery, equipment and stock, were sold last week for over \$50,000 at auction, it is reported.

• Air-Flite Shoe Co., formerly of New York, will begin operations next month in the former Fifth Avenue Shoe Co. plant at Lowell. About 400 workers will be employed.

• Fast Finish Co. is now equipping a shop for finishing leather at the Richard Young tannery in Peabody. The firm is now moving chemicals and machines from its shops in Salem. Bay State Chemical Co. also has a shop in the tannery where it will manufacture finishes for leather and other materials.

• Stone & Tarlow, Inc., one of Brockton's oldest shoe manufacturers, is now "in the process of a business adjustment," according to Daniel S. Tarlow, treasurer. Tarlow would not comment on rumors of curtailed production.

## New Hampshire

• Miller-Weiss-Lawrence, Inc., Somersworth, has created a new type of handsewn and lasted Alaskan Ankle Boot made of glove tannage fleece lined leathers and crepe wrapped wedge sole. The firm manufactures a complete line of moccasins and loafers.

## Maine

• The Showhegan plant of Vaisey-Bristol Shoe Co., Inc., celebrated its first anniversary on Nov. 15. The firm purchased the former Somerset Shoe Co. plant there on Nov. 1, 1948, and the first shoes were cut on Nov. 15. Employees now number 125 with daily output at 2,400 pairs. Further expansion at the plant is now being planned.

## Connecticut

• Norwalk Tire and Rubber Co., Norwalk, manufacturer of composition and crepe soles, has introduced a new crepe known as Norwalk Golden Glow. The material can be supplied in sheets 36" x 36" in all irons from 4 to 15, or die cut to shoe manufacturers' specifications.

## New York

• Harmony Shoe Corp., has opened

at Brooklyn to manufacture play-shoes and slippers. The plant has a capacity for 70 cases per day.

• The Shoe Division of the Federation of Jewish Philanthropies of New York will hold its annual dinner on Dec. 13 at the Ritz Carlton Hotel, according to David Serling of Serling Last Co. and David S. Cohen, M. Cohen & Sons Shoes, chairman and associate chairman of the dinner committee. The dinner will highlight the industry's drive for the Federation's Building and Maintenance Fund.

• Vaisey-Bristol Shoe Co., Inc., Rochester, has brought suit against Belk's Department Store, Greensboro, S. C., charging that the store is selling in unfair competition shoes infringing upon a company patent. The Rochester firm is asking for an injunction and accounting for profits and damages.

• The American Management Assn. has published "Progress in 7 Fields of Management—1932-1949," a complete bibliography of its publications during the last 18 years on a variety of management subjects, including personnel and industrial relations, insurance, marketing, office management, production, finance and packaging. The publication may be had free of charge by writing the AMA at 330 West 42nd St., New York City.

• Century Leather Corp. has been formed in New York City to manufacture leather goods, it is reported.

• Hampton Maid Footwear, Inc., has formed in New York City to manufacture shoes and slippers, it is reported.

## New Jersey

• Leisure Shoe Corp., branch of Cosmos Shoe Co., has reopened after a three-week shutdown occasioned by labor troubles. The factory is located at South River.

## Pennsylvania

• Public auction sale of the assets of Bridgeport Luggage, Inc., Bridgeport manufacturer of trunks and leather goods, for \$4,759, has been confirmed by the U. S. District Court, it is reported.

• Liquidation of assets of Atlas Shoe Mfg. Co., Harrisburg, has resulted in a gross estate of \$156,557, it is reported. Balance after expenses paid totaling \$70,370 was \$86,186.

## Washington, D. C.

• The sports department of a Washington newspaper is conducting a crusade to have district school authorities pay for students' football shoes, now costing the boys \$14 apiece. The newspaper is seeking to raise \$20,000 as a gift for athletic equipment.

• Exports of rubber footwear, soles and heels for the first nine months of 1949 were valued at \$2,241,571 by the Census Bureau. This represents a sharp drop from the same period of 1948 when values were \$3,761,629.

## Georgia

• Butler's, Inc., women's shoe chain, is planning new stores at Bowling Green, Ky., Greenville, Miss., Arlington, Va., and Ft. Lauderdale, Fla.

## Ohio

• Bearfoot Sole Co., Inc., Wadsworth, has declared its ninth annual consecutive dividend of \$6 a share on its outstanding capital stock payable as of Nov. 18. The firm has completed its second modernization and expansion program totaling \$156,000 and the board of directors has approved the sum of \$124,000 for expansion in production facilities during 1950.

## Illinois

• The board of directors of the National Hide Assn. has voted unanimously to hold the next annual Spring meeting in Boston, May 1, 1950.

• Production at the Flora plant of International Shoe Co. is expected to exceed 2,400 pairs daily during the coming year. The plant will soon begin production of women's \$8 and \$9 slip-lasted novelty shoes, after converting from women's and growing girls' cement-lasted shoes. International now operates 56 shoe factories of which 15 are women's, 14 men's and 27 juvenile factories.

## Navy Seeks 80,040 Oxfords

The New York Navy Purchasing Office issued this week Invitation No. 5846 calling for bids on a total of 80,040 pairs oxfords. Of these, Item 1 lists 30,000 pairs of low, brown blucher oxford style shoes and Item 2 calls for 50,040 pairs of enlisted men's black leather oxfords.

Item 1 (A) specifies 17,208 pairs for delivery to Brooklyn Naval Clothing Depot with the remaining 12,792 pairs under Item 1 (B) going to the Naval Supply Center at Oakland, Calif. Item 2 (A) calls for a total of 27,684 pairs of black oxfords for delivery to Brooklyn and the remaining 22,356 pairs under Item 2 (B) for Oakland.

Bids will be considered for any quantity of 10,000 pairs or more of either Item 1 or 2 or a combination of both, provided deliveries total not less than 10,000 pairs a month. Delivery schedules call for awards of 30,000 pairs or more delivered in equal monthly instalments during Feb., March and April, 1950. Awards of 20,000 pairs or more but less than 30,000 pairs will be delivered as 10,000 pairs in Feb. and March and 2500 pairs per week in April. Awards of 10,000 pairs or more but less than 20,000 pairs will be delivered as 10,000 pairs in Feb. and the rate of 2500 pairs a week in March.

# LABOR NEWS

A new working agreement between **Monsanto Chemical Co.**, St. Louis, and the **International Chemical Workers Union, AFL**, has been signed, providing for a wage increase of seven cents per hour. Of this, five cents will be included in wage rates and the remaining two cents will be applied to a sick leave plan.

The increase is retroactive to Oct. 15 and remains in effect until April 15, 1951. Discussions on pension and group insurance plans proposed by the union will continue during the present contract period.

Work stoppages in the first half of 1949 in the leather and leather products field resulted in 185,000 lost man-days by 11,700 workers in 39 strikes and other stoppages, according to a new study just released by the Bureau of Labor Statistics. There were 1907 work stoppages for all industries during the period, involving 15,000,000 lost man-days for 1,680,000 workers.

The New York State executive board of the CIO has barred Irving Potash, vice president of the **International Fur & Leather Workers Union, CIO**, from holding office in the State CIO council. Potash was the first to be barred from office under the new constitutional amendment barring Communists from membership in the council.

Ben Gold, IFLWU president was similarly barred from the national CIO executive board at its convention in Cleveland earlier this month. Gold is an avowed Communist.

A two-day arbitration hearing held at Auburn, Me., on a projected 12 percent pay cut for Lewiston-Auburn shoe workers adjourned last week after both manufacturers and union officials presented their case. Sole arbiter was Brig.-Gen. Charles H. Cole, retired chairman of the Massachusetts board of conciliation and arbitration.

Atty. Benjamin E. Gordon, representing manufacturers, told the board that plants might be forced to leave the Lewiston-Auburn area if the cuts were not granted. Frank W. Linnell, counsel for the **Lewiston-Auburn Shoe Workers Protective Assn.**, said the cut was not warranted. Gen. Cole announced that he would make public his decision on Dec. 1.

Preliminary negotiations between officials of **United Shoe Workers of America, CIO**, and representatives of some 80 Massachusetts shoe manufacturers employing 12,000 shoe workers brought few results this week. Countering a manufacturers' proposal for wholesale wage cuts, union officials demanded a general

wage increase of 15 percent and 40 hours pay for a 35-hour work week. Manufacturers contend the latter would raise wages an additional 12½ percent.

The **Lynn Shoe Manufacturers Assn.** has already asked elimination of two previous wage increases totaling 15 cents per hour for some 2500 workers employed in 15 plants. Haverhill shoe manufacturers have asked for a 12½ cents reduction for 4000 shoe workers while Boston manufacturers have not revealed the amount of the cut they will seek.

Close to 175 workers have returned to work at **Pentucket Footwear, Inc.**, Haverhill shoe firm, after a week-old strike. The walkout resulted from a vacation pay dispute, now being negotiated.

Employees of **Bourque Shoe Co.**, Raymond, N. H., recently voted 174 to 0 against acceptance of a company proposal for a wage reduction of five cents per hour. The company had asked worker-members of **United Shoe Workers of America, CIO**, to accept the pay cut because of similar reductions made by competing companies.

Union leaders claimed that competing firms mentioned were non-unionized plants in Seabrook and Farmington, N. H., and Newburyport, Mass.

The **Independent Leather Workers Union**, formerly Local 202 of the International Fur & Leather Workers Union, CIO, has sent a copy of a resolution adopted by members to President Truman urging him to seek an early ruling by the NLRB on terms of a bargaining agent election which may end a prolonged labor dispute involving 1100 workers in 18 Fulton County, N. Y., tanneries.

The NLRB conducted a two-day hearing in Johnstown, N. Y., Oct. 27-28, at which it developed that the only point at issue was whether the independent union, termed "Communist-led" by the **Fulton County Tanners Assn.**, would be placed on the ballot.

Members of Local 96, **United Shoe Workers of America, CIO**, formerly employed at **Royce Shoe Co.**, Claremont, N. H., recently sold to Harold W. Cohen and Lawrence Jacobson, have voted unanimously to instruct George Fecteau, USWA regional representative, demand their seniority rights under their old contract be guaranteed. The workers have served notice they will not return to work for the new concern unless their demands are met.

The stand was explained by Leon S. Wight, Local 96 president, who admitted workers have not yet been

asked to return and the union has received no word as to when the factory would return to production. Between 230-240 workers are employed at the plant, which had been closed for several weeks prior to its sale.

Threat of a strike against some 50 women's shoe manufacturers, members of the **New York Shoe Board of Trade**, by 7,000 worker-members of Joint Council No. 13, **United Shoe Workers of America, CIO**, loomed menacingly this week after negotiations between union and trade officials broke down once again. However, union officials declared they would try to reach separate agreements with individual firms.

Both sides issued statements blaming the other for the breakdown of negotiations. The union's statement, issued over the names of Isadore Rosenberg, president, and Fileno Di Novellis, manager and secretary-treasurer, implied that the union might be willing to continue work under the last contract. Manufacturers and union officials have scheduled meetings to discuss the situation.

## Spring Outlook Favorable

Shoe production and sales during Spring 1950 should equal and may even be slightly better than Spring 1949, according to Frank S. Shapiro, president of New England Shoe and Leather Assn. Shapiro, who is also treasurer of Consolidated National and American Girl Shoe Co.'s, made his prediction on the eve of the Popular Price Shoe Show of America, held Nov. 27-Dec. 1 in New York City.

"Continued strength in the hide and leather markets in recent months is expected to be maintained during the next quarter," Shapiro said. "Resultant increased leather cost will make it more difficult for shoe manufacturers to maintain current prices for the next season. Leading shoe manufacturers will make every effort, however, not to increase retail shoe prices to the public."

"In women's style shoes for Spring, blue is expected to be the leading color, with black on a par and red third. More new styles in women's, men's and children's shoes will be shown for Spring than ever before. More interest in Cuban (17 to 18 ¾) heels in both dress and casual, wedge shoes is expected, with demand for high heels under this year's levels. The biggest style feature in women's shoes next Spring will be low heel wedge shoes and flats. Demand for welt-type shoes will continue large next Spring."

Shapiro cautioned buyers not to delay placing Spring orders as Easter 1950 comes on April 9. With three holiday dates, suppliers will be hard pressed to deliver late orders on time.



STYLED BY I. MILLER, This "Naughty Shanks Mare" was made with "G-942"-tanned leather.

Now—  
you can get superior  
quality and plumper black  
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**NOW**—Du Pont "G-942" Tanning Agent, so successful for white leather, has been tested and proved to give better quality black leather.

### More Plumping— Controlled Shrinkage

You can readily get these results with "G-942" because it gives extreme plumping action with con-

trolled shrinkage . . . helps you get the highest possible yield of top-grade leather.

### Simple processing

The process of tanning black suede and crushed grain leather with "G-942" is practically the same as that used in tanning through white. It is easy to control by pH measurements. Most finishing

chemicals, as well as other tanning agents, can be used on the leather.

Let us arrange for a technical representative to call at your plant and explain in detail how "G-942" can help you produce better leather.



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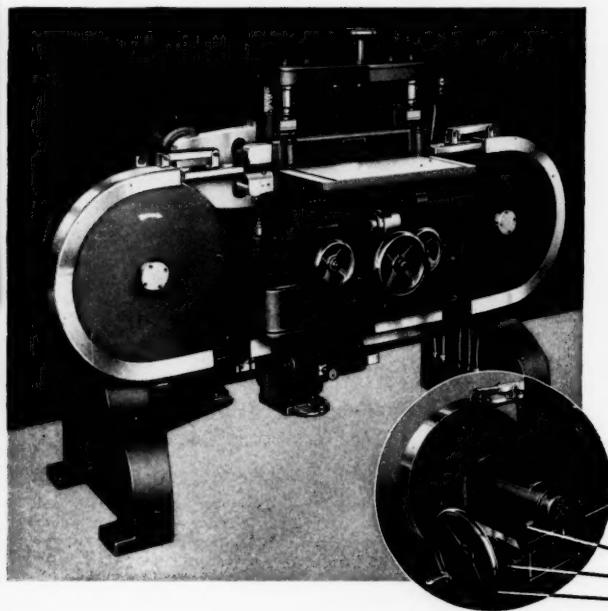


# That's right! The new Randall Splitter really cuts costs

In fact, you'll be amazed how much you'll save just by cutting down the time lost in making adjustments. And don't forget the loss in wastage if the split is uneven.

You know that every day operating costs are becoming a more important factor. So now's the time to install

## THE NEW *Randall* **STRAIGHT TO THE MARK** *Band Knife* **SPLITTER**



### DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

Micrometer Adjustment for determining exact thickness of the split.

A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

Sectional Feed Rolls to insure uniform split.

Drum Alignment Adjusting Screw

Knife Tension Indicator Rod

Knife Tension Adjusting Wheel

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*A New High Level in Business Journalism---*



The most complete and comprehensive survey report ever assembled in the shoe and leather industry—presented by *Leather And Shoes*, the publication which a decade ago inaugurated the annual “preview and review” magazine in this industry.

Many hundreds of executives have been polled. Specific reports will be published on the 1950 business outlook by shoe manufacturers, tanners, shoe retailers, shoe wholesalers, hide and skin dealers, shoe designers and stylemen, shoe and tannery suppliers, labor, Washington officials, and more than a score of leading trade organizations. This compact picture of the industry's plans and trends will greatly influence your thinking, planning.

Also, a complete 1949 *review* section—last year's highlights in news, styles, markets, etc.; an excellent reference source.

# LEATHER and SHOES

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**FORECAST**

for

**1950**



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## PERSONNEL

▲ Sumner L. Shapiro is now selling the complete line of shoe fabrics for Thiese Bros., Boston. Shapiro was formerly general manager of the children's division of American Girl Shoe Co., Boston.

▲ Don Buhler has been appointed manager of New York sales of primary bulk products by Clinton Industries, Inc., Clinton, Iowa. His headquarters will be at Clinton Sales Co., New York City.

▲ Louis Faerber, New York representative for Moose River Shoe Co., Inc., Oldtown, Me., has moved to new offices at Room 533 Marbridge Bldg.

▲ Jack D. Kabel has joined the sales staff of Astor Shoe Co., Inc., New York City manufacturers of infants', children's and misses' stitchdowns.

▲ Max Wiever has joined Schwae-Gerwin Co., New York City, as assistant to the Eastern representative for the firm's dress shoes. He was previously a buyer of girls' and children's shoes at Martins Dept. Store in Brooklyn.

▲ David M. Coleman has been promoted to the Sales Development Dent. of Hooker Electrochemical Co., Niagara Falls, N. Y. Coleman has been associated with the firm since 1943 and will handle technical correspondence for all Hooker chemicals.

▲ Sidney Barr, Merle Wilson and Fred Rasmussen have been named sales representatives for Melori Shoe Co., Boston. They will cover the Southeast, Midwest, and East Coast respectively.

▲ Harry Wolfson is now selling the complete line of Five Star Shoe Co., Inc., Long Island City, N. Y. in New England, the South and Southwest. Wolfson formerly sold for Excel Shoe Co., Lynn.

▲ Albert Galpert is now covering New England for Interstate Tanning Co., New York City. Galpert carries the firm's line of elk, chrome splits, suede splits and sole splits.

▲ Dr. L. P. Moore has been named manager of the New Products Development Department of American Cyanamid Co., New York City. Dr. Moore has been with the firm for the past 12 years, most recently as European Technical Representative. Dr. E. W. Cook takes his place as European Technical Representative.

▲ Morris Cohen has joined Frosh Shoe Co., Inc., Lynn, Mass., as stitch-down room foreman.

▲ Al Portras, formerly with Dover Shoe Mfg. Co., Somersworth, N. H., has joined Delby Shoe Co., Haverhill,

▲ Jack Coulombe is now with Dartmouth Shoe Co., Brockton, as packing room foreman.

▲ Henry LeBlanche, formerly with Sam Smith Shoe Corp., Newmarket, N. H., has joined Continental Shoe Co., Portsmouth as superintendent.

▲ Morton Wasserman has announced his resignation as general manager of Korex Coating Corp. and York Backing Corp., Brooklyn, New York.

▲ Mark S. Cohn is closing Mark S. Cohn & Co., St. Louis merchandising service, and will devote his full time to Klaus Built-In Arch Shoe Co., the new firm which will begin production of men's shoes in Highland, Ill., in Jan., 1950.

▲ John Conathan has resigned as general superintendent of the W. L. Douglas Co. plant in Scranton, Pa. He has been succeeded by Michael McGrail, formerly general superintendent.

▲ George H. Hutchins of Freeman Shoe Corp., has been elected president of the Pennsylvania Shoe Travelers Assn. Other officers named for the coming year are: James D. Hayden, Craddock-Terry Shoe Corp., vice president; and Joseph Harris, H. C. Godman Co., secretary-treasurer; Max H. Katz, retiring president, was named chairman of the board. Julius Kopp, Jack R. Levy, Russel Carl, and Don Hansen were elected to the board also.

▲ Paul D. Cook was re-elected president of the Northwest Shoe Travelers, Inc., at the group's recent 1950 Spring Footwear Show. Other officers named were: William Strub, Fortune Shoe Co., first vice president; David Larson, Fortune Davidson Shoe Co., second vice president; Roy C. Miller, Roberts-Johnson-Rand, secretary, and Henry Thorson, Franzen Shoe Co., treasurer.

▲ David S. Hirscher of Hofheimer's, with shoe stores in five Virginia cities, is treasurer of the National Shoe Retailers Assn. for the eighth time in succession.

▲ E. R. Lowey has completed his work in connection with the purchase of the Daly Bros. Shoe Co. plant in Marion, Ind., by H. C. Godman Co., Columbus, O., and has left his position as general manager of the Air-O-Magic men's shoe division. Lowey was formerly president of Huntington Shoe Co., Huntington, Ind., manufacturer of men's dress shoes, and was with Florsheim Shoe Co. before joining Daly Bros. in Indiana. He has no definite plans for the future as yet.

▲ Harry Brachman has joined Keith, Keith & McCain, Rockland, Mass., makers of women's fine shoes, as sales representative to cover accounts in the Southwest and California.

▲ Al Doyle is now covering Illinois, Indiana, Michigan, Ohio and western Kentucky for John E. Lucey Co., Bridgewater, Mass. He was formerly with J. P. Smith Shoe Co., Chicago.

▲ Ned Hymann is now with Husco Shoe Co. and Well-Worth Slipper Co., both of Homestead, Pa. Formerly with Julius Goldstein & Sons, Boston, for the past 20 years, he succeeds Asron Potashnick, who retired recently. He will make his headquarters in the Marbridge Bldg., New York City.

▲ Herbert W. Hymo has joined the sales staff of the Naturalizer Division of Brown Shoe Co. He will cover the Bronx, Long Island and Brooklyn, with offices in the Marbridge Bldg., New York.

▲ T. H. Brenna has been elected president of Clapp Shoe Co., Inc., Naples, N. Y., manufacturer of children's shoes. Other new officers elected are C. Ostburg, vice president; and D. J. Volpe, treasurer. E. W. Perry and J. M. Wilson, formerly president and treasurer, have withdrawn from the firm, it is reported.

▲ Louis Zipkin has joined Pearl-Preview Shoe Co., Philadelphia, as sales representative. Zipkin, formerly with Mackey-Starr, Inc., has his offices in the Marbridge Bldg., New York City.

▲ J. I. Moone and B. C. Skinner have been elected vice presidents of Clinton Foods, Inc. Stockholders recently voted to change the name of the company from Clinton Industries, Inc., to Clinton Foods, Inc., in view of the steady broadening of the firm in the consumer foods field.

▲ Leon Tannebaum has resigned as secretary and sales manager of Bonita Handbag Co., Inc., New York City.

▲ H. E. Stevens, superintendent of the Pittsfield, Ill., factory of Brown Shoe Co., retired Dec. 1, after 31 years with the firm. His successor will be Jack Johnson.

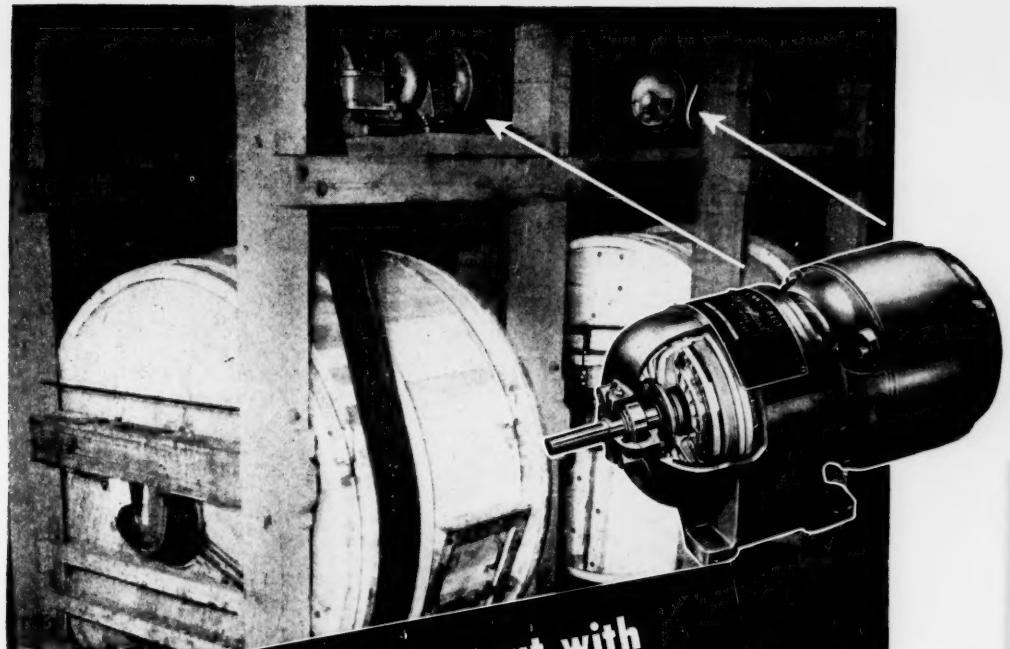
▲ Alphonse Roberge has been re-elected president of the Union of Quebec Shoe Workers for a 16th term. Other officers are J. Bedard, first vice president; J. Roberge, second vice president; E. Rancourt, secretary, and V. Berhard, treasurer.

▲ Edgar Foster has been named mid-western sales representative for Valley Shoe Corp., St. Louis. He succeeds Frank Baker who resigned. Foster will take over his new duties in January.

▲ Leonard E. Rogers, who has resigned from Johansen Bros. Shoe Co., St. Louis, will represent Carlisle Shoe Co., it is reported.

▲ Al Hoffman will cover the Midwest for Foot Delight Shoe Co., Beverly, Mass. He will make his offices in St. Louis.

▲ Fred A. Briggs, formerly New York salesman for Friedman-Shelby Division, International Shoe Co., has joined W. B. Coon Co., Rochester, and will represent the latter in Pennsylvania, exclusive of Philadelphia. Briggs was with International for the past 23 years.



## Tanneries Boost Output with LINK-BELT ELECTROFLUID DRIVE

Two of four drums built by Johnson & Carlson for Huch Leather Company, Chicago. Drums are 97" in diameter, driven by 10 h.p. Electrofluid Drives, direct connected to Link-Belt herringbone gear drives.

Capacity of tanning drums has been materially increased and operating costs correspondingly reduced, where Link-Belt Electrofluid Drives have been applied to their operation. In one tannery, drums equipped with Electrofluid Drives handle exactly twice as many skins as formerly.

Mr. Louis J. Huch, president of the Huch Leather Company states in regard to the installation shown above, "We are highly pleased with these installations, and are looking forward to the time when all of our drums will be equipped with Link-Belt Electrofluid Drives."

The Link-Belt Electrofluid Drive provides a flexible, fluid coupling between motor and driven machine which absorbs shock, permits the use of a smaller motor, reduces starting current and gives high overload protection. It is simple in principle and construction; it presents no maintenance problem; wear and breakdown are practically eliminated.

Details of the Electrofluid Drive, numerous advantages and application suggestions are set forth in Book No. 2385. Send for a copy.

### TYPES OF LINK-BELT POWER TRANSMISSION MACHINERY

Precision Steel Roller Chain	P.I.V. Variable Speed Drives
Silverstreak Silent Chain	Fluid Drives
Steel and Malleable Chain	V-Belt Drives
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# Mallet Bark And Extract

By  
Frederick L. Hilbert

A species of the eucalyptus tree, it contains about 45-55 percent of extractable tannin—and has a very interesting history.

**M**ALLET bark or, to be a little more precise, the bark of a number of species of low-growing Australian eucalyptus trees was first introduced into the European tanning materials market about the year 1900.

It is often stated that mallet bark was obtained from an Australian tree of the species *Eucalyptus occidentalis* and contained 45 to 55 percent of readily extractable tannin. The tanning liquors obtained from mallet bark were very strong. They soured readily and yielded a leather of good weight and quality. The color of the leather was described as being light yellow.

## Origin Of Mallet

The word mallet is generally supposed to have been derived from a native Australian word "mallee," which referred to a number of low-growing eucalyptus trees, especially those of the species *Eucalyptus dumosa* and *Eucalyptus oleosa*. Furthermore, the dense brushwood or thickets formed by these trees were known as maltees. Hence, any region of New South Wales, Western Australia, or Victoria overgrown with "low-growing" eucalyptus trees was invariably called Mallee country or district. As a matter of interest, the low-growing eucalyptus grows profusely in the desert regions of South Australia and Victoria.

Mallee or mallet bark is reported to have appeared on the Belgian vegetable tanning material market, about the year 1905. The bark was sold in small pieces, the interior of which resembled a dry extract. Because of its low tannin content, the outer scaly portion or ross was removed. The barks which contained large amounts of "dry extract" were known as "kino saturated barks."

When freshly peeled, mallet bark is light in color but deepens rapidly according to its age and, more especially, when the bark is peeled or shipped in a damp condition.

Most of the mallet bark shipped to Europe undoubtedly came from trees

on the order of the species *Eucalyptus occidentalis*, which grow principally in the Swan River district of Western Australia. The trees grow in dense maltees or thickets and attain a height of from 65 to 80 feet. Obviously, trees on the order of *Eucalyptus amygdalina*, which often attain heights ranging from 450 to 475 feet.

## Mallet Bark Extract

The tannin or tanning principle of mallet bark can be readily extracted by means of warm water, which should not exceed 60 to 70°C. (140-150°F.). The extract obtained at these temperatures is soluble to the extent of 95 percent. In ordinary tannery leaching, if care is exercised, the bark may be leached to such an extent that the spent material will contain not more than 3 to 4 percent. The spent bark has good fuel value.

Very strong tanning liquors may be made from mallet bark. This is due to the fact that they do not contain any great amount of insoluble matter, as is the case with quebracho and certain other vegetable tanning liquors. Even upon standing exposed to the air, mallet bark tanning liquors do not undergo any appreciable change. The color of the leather produced by mallet bark liquors was reported as being good and similar to that produced by oak bark tanning liquors. Like all vegetable-tanned leather, that produced by means of mallet bark has a tendency to darken under the influence of light. Finally, mallet bark-tanned leather was considered to be of a lasting quality.

Prior to World War I it was reported ("Tanning in Australia"—Jour. Soc. Chem. Ind., 1917) that large quantities of Australian barks, including those of the wattle, mallet, and mangrove, were utilized in Germany for the manufacture of tanning extracts. As a matter of interest, these German-made extracts were re-exported to Australia. From this, it would seem that chemical research in Germany had solved the problems of decolorization and the removal of undesirable gummy matter. From the standpoint of economics, it would seem that these problems should have been investigated and solved in Australia; but, on the other hand, knowing that England has always commercially exploited her colonial possessions, the mallet bark from Australia and the mallet bark extract from Germany were always shipped in English bottoms.

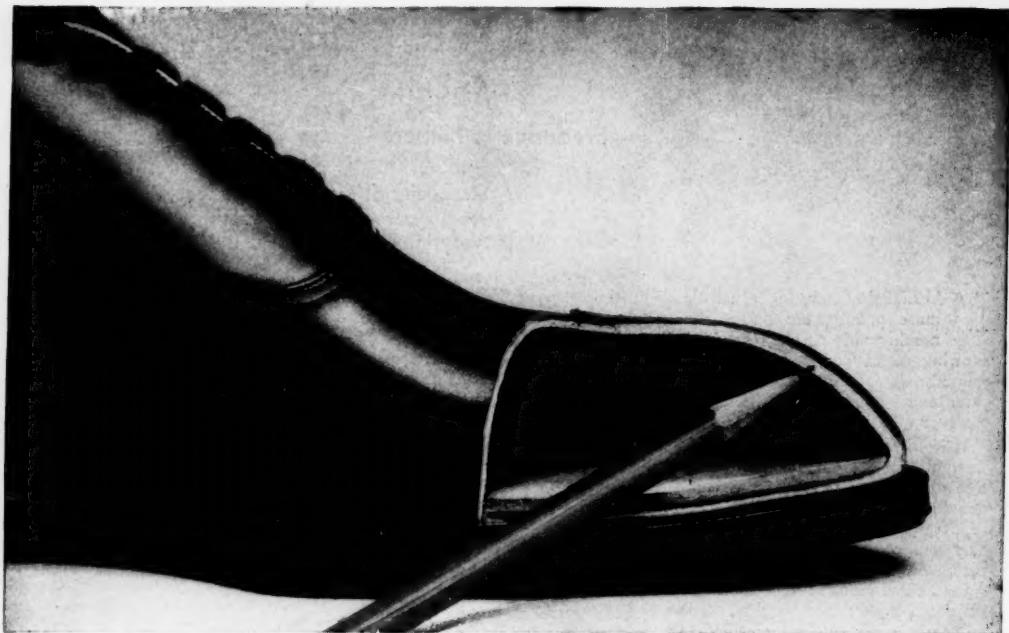
In the following table are listed the several species of Australian eucalyptus from which so-called mallet bark was obtained. As a matter of interest, it seems that the bark of the Australian eucalyptus trees is no longer sold as "mallet" bark.

Freudenberg, in his classification of the tannins, listed maletto tannin and described it as a condensed tannin obtained especially from the *Eucalyptus occidentalis* and other species of eucalyptus trees. Undoubtedly the name maletto is of Spanish origin, as indicated by the diminutive "etto." In this connection, it is interesting to note that the name "palmetto" is also of Spanish derivation and means little palm. The

(Concluded on Page 24)

## MALLET BARK SPECIES

Botanical Name	Common Name
<i>Eucalyptus erythronema</i>	White mallet
<i>Eucalyptus falcatia</i>	Silver mallet
<i>Eucalyptus gardneri</i>	Blue-leaved mallet
<i>Eucalyptus redunca</i>	Blue leaf mallet
<i>Eucalyptus occidentalis</i>	Black mallet
<i>Eucalyptus occidentalis astringens</i>	Red mallet



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LEATHER and SHOES—November 26, 1949

# In-Stock Departments—Phenomenal Postwar Growth

They have expanded by 25 per cent in dollars and units sold, largely the result of the short-range buying policy. Benefits are matched by hazards. What is the remedy?

SINCE early 1946 we have seen a steady increase in the size and functions of the shoe manufacturers' in-stock departments, both in the establishment of new in-stock departments and the expansion of present ones.

An official of the National Shoe Mfrs. Assn. states that the percentage of shoe manufacturers with in-stock departments has constantly increased and that most shoe men feel that the increase will continue. A poll of midwestern shoe manufacturers reveals their general estimate that the business transacted by in-stock departments today is about 25 percent higher in units and dollars than it was in 1946, the last year in which the retailer made large-scale purchases for inventory.

Whereas retailers formerly ordered six to eight pairs to a size, they now average an average of two pairs. Though at year's end the total purchases are about the same as before, the number of purchases have been smaller but more frequent.

Following is a table, based on estimates, showing the average number of individual orders received as compared with previous years:

1947—	40 percent more than 1946
1948—	10 percent more than 1947
1949—	61 percent more than 1948
1949—	150 percent more than 1946

Though in-stock departments are operating along the same general lines as prewar, more employees are required to receive the order, handle the order, check the prices, clear the credit department, make the shipment, etc. This has created added costs.

## Developments

Instead of seeking volume accounts, a growing number of shoe manufacturers are catering to the retail trade. Such manufacturers believe that this system has advantages in that it keeps the producer closer to the customer and his needs, and thereby gives the manufacturer accounts that he might otherwise lose.

Perhaps most independent retailers are not able to anticipate a season's demands far in advance of the

selling season. They thus feel inadequate to order large shipments. The shoe manufacturer with an in-stock department takes up this slack by giving the retailer what he wants when he wants it. The department fills in sizes for the retailer who might otherwise revert to the wholesaler for such fill-ins. The department expedites rapid delivery on re-orders.

Under the present short-range buying policies dominating the shoe industry, the manufacturer with an in-stock department has certain advantages. With shoe buyers making purchases as close to season or consumer demand as possible in an effort to keep inventories low and liquid, quick filling of such short-range orders can be done by the in-stock manufacturer. On the other hand, makeup manufacturers are put on the spot with such impossible-to-meet delivery demands. And in many cases they must refuse such short-range orders from buyers.

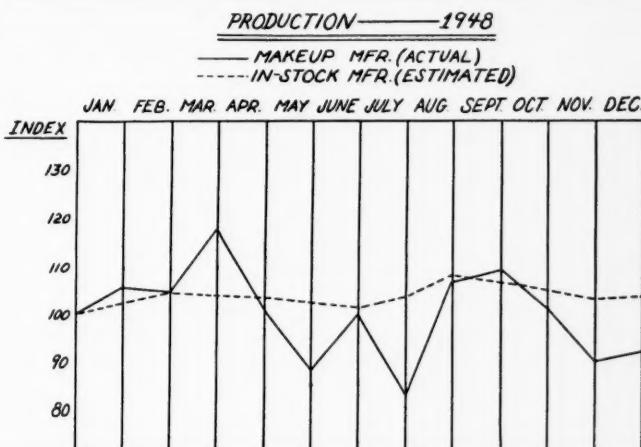
Also, the in-stock manufacturer is in a good position to make fairly accurate style "predictions." His stocking operations require a larger sales force. These salesmen give the factory immediate reports on types of shoes being sold. On the basis of these orders the factory can determine which shoes to stock in quantity.

In-stock operations also enable the manufacturer to overcome much of one bane in the industry—the peaks and valleys of the annual production chart. During the usual dull seasons in shoe production when makeup business is in a lull, the manufacturer can produce shoes for stock. He therefore keeps his production running at a fairly level pace all year. This, in itself, has proved a money-saver for many. (See illustration.)

## Dept. of Labor Comments

A report by the U. S. Dept. of Labor, Bureau of Labor Statistics, concludes, "On the basis of reports gathered during visits to the shoe factories by the Bureau's agents, a greater proportion of the New England factories could be characterized as producers of customers' orders, while the western shoe companies appeared to engage to a greater extent in production for stock and sales from the warehouse."

"Manufacture for stock makes for more orderly planning of production and a more constant rate of operations from day to day and week to week. The effect of the war and the greater demand for shoes was to



iron out the seasonal fluctuations in output and to place factories producing shoes to customers' orders on a more constant rate of production at closer to full capacity operations. This more constant rate of production tended to lower the man-hour requirements per pair and benefited New England producers more than the western shoe factories who were not originally as unfavorably affected with the fluctuations of seasonal operations."

### Wholesalers Take Issue

The average retailer prefers to buy shoes directly from the manufacturer. The question of whether he pays less to the manufacturer than he would to the wholesaler continues to be a disputed and unsettled matter. Nevertheless, the retailer himself thinks that he does save money by purchasing from the producer.

However, the shoe wholesalers look unfavorably at manufacturers engaged in in-stock operations. Obviously, the wholesaler has lost a large slice of business formerly exclusively his. He must now rest his hopes more and more upon the very small retailer who often has a questionable credit rating, whose business requires only a few pairs of each style, and whose enterprise is strictly a price proposition. This retailer, carrying unbranded merchandise because of its attractive price, and buying it hand-to-mouth, will patronize the wholesaler.

Wholesalers also offer the retailer a diversified selection of merchandise with the visit of only one salesman, while the manufacturer's sales representative can offer only the type of shoes his factory produces. The popularity of high-styled novelty shoes is another point in the wholesaler's favor. The manufacturer who will stock novelties is rare, and the wholesaler is willing to take his risk with these shoes to supply the retailer from on-the-floor inventory.

Thus the wholesaler, believing he has more to offer the short-range, small-order buyer, feels that his traditional markets have been invaded by the in-stock department of the factory.

### Disadvantages

In-stock operations have their disadvantages, however. The in-stock manufacturer must have considerable capital behind him due to the risk involved. Sometimes styles for stock are selected as much as a year in advance of the season. Here the

producer must exercise utmost acumen and merchandising ability.

The in-stock operator also takes losses on odds and ends at the close of a season. Odd sizes and unsold styles are jobbed out and the quantity of those losses depends upon the manufacturer. The manufacturer with an in-stock department is forced to take his risk to build his business. He keeps customers he might otherwise lose to the wholesaler, and he keeps his production at a more even pace. He is both producer and distributor who has a business identity of his own.

### In Stock Trend—Up Or Down?

There are varying opinions as to the benefits and hazards, and the future of in-stock departments. Whether these departments will tend to become a larger and more important part of the business, or will return to prewar status, depends wholly upon one issue: buying policies. If the short-range buying policy becomes a permanent fixture, in-stock departments will grow. And this is what worries many shoe manufacturers who feel that this policy, though serving a purpose up to a point, should not replace longer-range buying for inventory.

The retailer, it is pointed out, unknowingly pays certain extra costs on small orders. For instance, if the retailer would order in lots of 100 pounds or more, his freight costs would decrease appreciably. The following figures are the average number of shoes it takes to make 100 pounds:

Women's: five doz. pairs.  
Men's dress: four doz. pairs.  
Men's work: three doz. pairs.  
Juvenile: 6-7 doz. pairs.

### How It Began

The long-range buying policy—buying for inventory on a seasonal basis—is about 100 years old. It started back in 1852, when Joel C. Page, the industry's first travelling shoe salesman, started selling shoes by showing samples to retailers and taking their orders for the season ahead. And here began the policy that evolved into the production peaks and valleys that have been with the industry for the past century.

Then suddenly, immediately after World War II, the short-range buying policy, born of combined caution and short supplies, blossomed. Because retailers found it served them well, required less capital tied up in inventory, and kept their pur-

chases closer to seasonal demands, the short-range policy has taken firm hold. Simultaneously and out of necessity, the in-stock department was forced to expand enormously to serve the policy. Hence, the inventory risk was shifted largely from retailer to factory.

### Remedies

Chief complaint against the short-range policy is that factories, even with in-stock departments, often cannot deliver on such short notice, especially during the height of seasonal business. Thus the retailer, manufacturer and consumer lose out. It is impossible for even the most canny manufacturer to have a complete inventory of all styles and sizes on hand to ship immediately upon the retailer's order — particularly when there are scores or even hundreds of such orders pouring in at busy periods. Someone gets stuck.

Thus, manufacturers urge the following policy: the retailer should order 60 percent of his *staple* or basic styles well in advance of the season. This 60 percent, say for Spring, should be ordered in October, with deliveries spread evenly through January, February, March and April. Because these styles are staples, little risk in such advance ordering is involved.

On style footwear—the remaining 40 percent—a portion of the order could be placed in Oct.-Nov. for delivery in Jan.-Feb., another portion placed in Jan.-Feb. for delivery Mar.-Apr.

This would serve two important ends: (1) level out the peaks and valleys of production; (2) reduce much of the bulk of short delivery orders which often cannot be adequately filled.

Less refilling from in-stock would be required on staple types because the retailer's inventory would be fairly complete, and would not involve risk on his part. On novelty or style footwear, the retailer should stock types and sizes rather than spreading his inventory thin in an attempt to carry a wide variety.

In-stock departments have demonstrated their value in levelling out the production peaks and valleys, an asset to the industry. However, the same thing can be accomplished by educating the retailer to new buying policies which will retain the benefits and eliminate the hazards of in-stock departments and inventory risks.



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**UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS**

## Hilbert . . .

(Concluded from Page 19)

palmetto grows in Florida. Its leaves contain 10 to 13 percent of tannin, while its roots contain from 10 to 18 percent.

### Tanning Properties Of Eucalyptus

F. A. Coombs, who, in an interesting article "Notes on Australian Tanning Materials and the Manufacture of Sole Leather" (Jour. Soc. Chem. Ind., 1919), stated: "A mallet bark, *Eucalyptus occidentalis*, gave a hard, brittle leather after drying from the wash pit. When the same leather was damped back; drummed with weak liquor for one hour; and, finished as sole leather, it was found to be free from any brittleness."

Coombs believed that the brittleness was due to the presence of a large amount of uncombined tannin, which would have a tendency to cause the leather to be hard and cracky. Naturally, the drumming in weak liquor would remove much of the water soluble tannin and also help the leather to dry to a normal and mellow state.

At that time, eucalyptus barks and their exuded kino-tannin were not very popular with Australian tanners. In a few sole leather tanneries only a small proportion of mallet bark was used; however, the results seemed to indicate that a better colored leather was obtained by its use.

Mallet bark or the bark of the *Eucalyptus occidentalis*, when used alone, could hardly be expected to produce sole leather which would measure up to our modern specifications. Nevertheless, when used in conjunction with other vegetable tanning materials, such as chestnut, wattle, mangrove, and quebracho it can be used to good advantage, for all varieties of sole and other heavy leathers.

After Coombs published his interesting articles, dealing with eucalyptus and its use for the production of

Australian sole leather, in the year 1919, very few, if any, items of interest or importance appeared in the literature of tanning until the year 1937, when the Industrial Extracts Ltd., of Perth, Western Australia, placed upon the market a eucalyptus wood-tanning extract and sold it under the trade-name "Myrtan." This extract was reputed to have been produced from the wood of a certain species of Australian eucalyptus. It was referred to as "Myrtan" Wood Extract, but there was no information about the species of eucalyptus from which it was derived. However, Perth is located in the Swan River district of Western Australia. It is there that the low-growing mallet or *Eucalyptus occidentalis* is found in large quantities. The bark of the species *Eucalyptus occidentalis* contains about 23 percent of tannin, while the bark of the species *Eucalyptus occidentalis astringens* contains about 46 percent. Undoubtedly, the bark of the latter contains a large amount of dried kino. In other words, it is a "kino-saturated bark."

There was reported an average analysis of three separate deliveries, by the International Shake Method. The results are given in the following table:

### "Myrtan" Wood Extract

	Percent
Tannin	60.2
Non-tannin	19.6
Insolubles	9.8
Water	19.4
	100.00
Red	4.0
Yellow	14.1
Total	18.1

The color of the analytical solution, according to the Lovibond Tintometer, was found to be:

Red	4.0
Yellow	14.1
Total	18.1

The character of the tannin indicates that "Myrtan" consists of a mixture of catechol and pyrogallol tannins. In other words, "Myrtan" is

similar to French and Italian chestnut: "No trace of bisulphites or any additional acid other than the usual natural acid present in practically all extracts." (Dr. Gordon Parker, Australia.)

In summarizing the results of his investigation of "Myrtan" Wood Extract, Parker stated: "It is a tanning material somewhat akin in its properties to chestnut. It behaves in a similar manner to chestnut, but undoubtedly produces a firmer leather. It is suitable for blending with any other tanning material, and may be used at any stage of the tanning process. It works particularly well in the drum, and probably gives more advantageous results in warm liquors than in ordinary cold liquors. It is very advantageous to use in a circulator round where the temperature of the liquors is kept to about 70° Fahr. When diluted with cold water it undoubtedly throws down a flocculent sediment. This sediment, however, is not thrown down in liquors of 60° Fahr. upwards, and in working these liquors down the tan-yard the sediment seems to disappear."

"The tannin combines well with hide fibers; produces a warm, nice color, giving a slightly pinkish tone, but this pink color is completely eliminated by any subsequent process of bleaching."

### Wholesalers Sales Gain 4%

Sales of shoe wholesalers during Sept. rose four percent over Aug., the Census Bureau reports. Sept. sales totaling \$28,642,000, based on reports from 27 leading firms, were five percent below Sept. 1943. Sales for the first nine months of 1949 were eight percent below the same period last year.

End-of-month inventory of 20 reporting establishments, valued at \$49,637,000, was eight percent below Aug., 1949 and seven percent less than Sept., 1948. Stock-sales ratio was 176 in Sept., 1949, 179 in Sept., 1948, and 199 in Aug., 1948.



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# Low Shoe Factory Productivity—Danger Ahead

For two decades shoe factory productivity has been almost static. The mfr. is caught between rising costs and declining prices. The squeeze may become more painful unless . . . .

ONE of the greatest "hidden costs" in the shoe industry is productivity—or, more aptly, lack of progress in the productivity pattern. Unlike in most industries, productivity in the shoe industry has been virtually static for many years. It is partly responsible for the rise in costs and prices of footwear without a corresponding rise in quality of the product. Oversight of this vital factor may be costing the industry millions of dollars annually. It is one reason why so many shoe manufacturers become mortalities or casualties each year.

To many, the term "productivity" may not ring with its full significance. But translated into simplest terms, it determines a good portion of the cost per pair of shoes, the selling price, and the profit margin.

## How Much Progress?

In some respects, the so-called "progress" of the shoe industry may be an illusion. Percentage-wise, it still takes as much in labor costs to make a pair of shoes today as it did 15-20 years ago. Despite our much-lauded technological advances during and since the war, and despite new equipment, new methods, new plant, skilled training, and new materials, we still turn out about the same number of pairs per worker annually as we did 15 years ago. (See Table I) Labor still takes about 28 percent of the total cost per unit pair produced. It is not that labor's costs are excessive. Rather, it appears that the industry has not kept the necessary technological step ahead of labor via constantly rising productivity to enable it to meet wage demands. As a result, it has been squeezed between these demands (and other rising costs) while its productivity rate has remained relatively static. We are now back to the traditional squeeze on profits.

For nearly two decades the average annual output per worker has been around 1900 pairs. In Table I we see that during the war and in the early postwar years that productivity or output per worker substan-

tially increased. This is what may be termed an "illusory reality."

During the war, the sharp increase in productivity (or, to put it another way, the reduction in labor costs per pair) was attributable to certain important factors: longer hours (in 1944-45 average weekly hours worked was 40.4 as compared with 36.6 in 1943 and 35.6 in 1939); wartime limitation on styles, thus reducing required man-hours per pair on fancy types; large orders on similar types of shoes; reduction of seasonal production operations. In 1946, when production hit a record 528 million pairs and demand for inventories was terrific, worker output was still above normal though declining from wartime peaks. But see the pattern returning to the prewar "norm" in 1947 and 1948. This year we shall be fully back in the old groove of around 1900 pairs per worker.

## Costs

Just as an interesting comparison of "progress" in our productivity let's compare 1939 and 1948, a full decade. In 1939 the average weekly wage was a mere \$17.80 in the industry; the industry's weekly payroll was \$4.1 million, the annual payroll \$209.7 millions. The average factory price per pair was \$1.68, the average labor cost per pair, 49 cents. Thus, 29 percent of the factory cost per pair went toward wages. In 1948,

the weekly payroll had more than doubled, to \$9.6 millions, the annual payroll to \$491 millions. Average factory price per pair was \$3.75, the average labor cost per pair was \$1.06, or 28 percent—the equivalent of the 1939 ratio.

Now, it is possible that from here on—if past and present static conditions in productivity prevail—that the list of casualties may grow. We have begun to see a decline in average factory price per pair from the postwar peaks—due partly to mild reductions in some costs such as for certain materials, but mostly because of the trend toward lower priced lines. However, it is accepted as a certainty that labor costs not only will hold their present peaks but will continue to advance through periodic demands, negotiations and allowances for fringe benefits, etc. At the same time, there are no signs that the per worker output pattern will show, at current rates, any appreciable change from prewar.

This has great significance. It denotes that the percentage of labor costs per pair will tend to *increase*. In short, lowered prices matched against static productivity and increasing wages spells certain squeeze on costs and profits, and in more drastic instances a complete squeeze-out.

The average rate of annual productivity increase for all industries

TABLE I  
Annual Output Of Shoes Per Worker

Year	Total Output (000 Pairs.)	Average No. of Workers	Average Output Per Worker (Prs.)
1935	383,761	202,100	1.899
1936	415,227	201,700	2.028
1937	411,969	215,500	1.912
1938	390,746	209,000	1.870
1939	424,136	230,900	1.837
1940	404,151	220,600	1.832
1941	498,382	237,800	2.096
1942	483,870	232,100	2.085
1943	465,397	205,600	2.264
1944	462,568	194,200	2.382
1945	483,739	193,100	2.505
1946	528,962	227,400	2.348
1947	468,069	224,000	2.105
1948	462,282	241,000	1.917

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combined has for the past half century run about two percent or slightly more. (See Table II) Now, the annual pattern of wage and other increases demanded by labor is clear-cut to all. Labor is obviously not likely to be content with increased wages (or their equivalent) amounting to only two or three percent a year. It will be difficult enough for industries with a normal 2-3 percent annual productivity increase to meet increased wage demands. But how will the shoe industry, with its virtually static productivity pattern, fare in the process? It appears that whatever gains are made by the industry may be largely absorbed by increased labor costs.

#### Crucial Point

The industry has now reached a very crucial point in terms of making ends meet. As of the end of 1948, wage increases and factory cost per pair from 1939 had risen almost exactly the same amount, about 110 percent each. So long as shoe prices could keep pace with wage increases, it was all right.

But now the pattern changes. Average factory price per pair is around \$3.40, a rise of about 100 percent over 1939. But wage costs (or their

equivalent) have continued to rise; nor is there any sign of easing of such demands. To the contrary, the shoe industry is now to face the pension issue from the CIO, and the increased wage issue from AFL.

So we see the shoe manufacturer submitting to price pressures from the consumer, while at the same time forced to submit to wage or cost pressures from his laboring force. He is sandwiched tightly in the middle.

#### What Recourse?

Contrary to some opinion, wage and other gains in the shoe industry have not been out of line with the

national pattern. In fact, the increases have been a bit lower than the average. Average weekly wage in the shoe industry is running around \$41 as compared with around \$53 for average factory workers in all industries combined.

It is obvious that wage cuts are not the answer. And even if such were believed, the organized forces opposed (including the government) would represent a virtually insurmountable barrier.

Actually the worker, as an individual producer, is the smaller part of the productivity issue. As every

(Concluded on Page 34)

TABLE II  
(All) Mfg. Labor Productivity  
1939 = 100

Year	Output Per Man-Hour	Unit Labor Cost
1914	48	80
1915	51	77
1916	53	86
1917	47	110
1918	48	138
1919	52	158
1920	51	183
1921	56	156
1922	65	127
1923	65	139
1924	68	137
1925	72	130
1926	74	127
1927	75	126
1928	80	121
1929	83	116
1930	82	115
1931	83	106
1932	80	95
1933	87	85
1934	89	101
1935	93	99
1936	95	95
1937	96	105
1938	94	106
1939	100	100
1940	106	99
1941	108	109
1942	111	126
1943	112	141
1944	112	149
1945	113	149
1946	106	166
1947	106	187
1948	107	201
1949*	112	202

\*First five months.



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# NEW IDEAS IN SHOE CONSTRUCTION

## Simplified Wedgie

Figure 1 presents what on first glance seems to be just another California wedge. But this shoe has been made with innovations that represent quick and exact placing of the bottom assembly; in short, here is something new in making this construction faster and better.

How the construction so proves itself may be gathered from Figure 2, showing the different layers representing the sock lining (insole), the felt filler, and other layers that may be used. And note the notches at the heel end.

These notches come into prominence in Figure 3, the unfinished heel. They show up again in the finished heel of Figure 4.

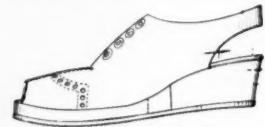


FIG. 1

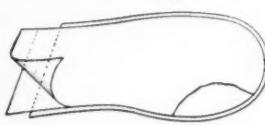


FIG. 2

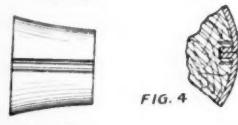


FIG. 3

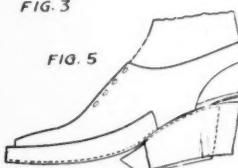


FIG. 5

Figure 5 goes into the matter of heel design and method of attaching. Here a heel of greater than usual pitch, so far as this type of structure goes, may be used with safety. The insole or sock lining need not be stitched to the unit of upper and wrapper covering for the heel, merely cemented down, making for a smoother construction free from dangers of lumpy distortions.

But one has to return to Figure 4 to understand the real trick of this

interesting process. Here the heel covering may be cut in two sections rather than in one complete piece. This idea is distinctly new and good. The saving in leather is important. But more important is the speedy construction with greater exactness. In short, by making the heel cover of two pieces, these are attached singly till meeting at the slots in the back of the heel, as shown. The cover ends, instead of being stitched together or closed, are inserted into the slots and there wiped up tightly till there is no sign of looseness in the wood heel covering. There are other notches available in this same construction for making further tucks, thus drawing still more taut the two pieces covering the wedge heel. Thus, a heel of greater than usual pitch may be employed.

That this same idea may be used in shoes other than Californias goes without much further comment.

## Economical Shoe

Figure 1 introduces a shoe of economical construction. Here is an open heel shoe of simple upper cut that initiates the first step in low cost.

Figure 2 tells the story in a nutshell. This illustration should be studied by viewing it upside down. The center layer is the upper, the bottom layer is the sock lining, and the top layer may be termed a kind of mudguard arrangement which lends more smoothness to the finished construction.

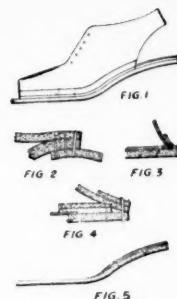
Figure 3 reveals the uniqueness and simpleness of the process. In this cut, the upper, sock lining, and the mudguard are united with stitching to the outsole.

In Figure 4 is revealed a variation in the structure. The mudguard still serves its usefulness in this structure. The sock lining is reinforced with other materials and layers of materials, common to shoes of this type.

The prefabricated shank and outsole are shown in Figure 4, the shank being attached through the medium of a stitched pocket and tacks through to the outsole.

The purpose of the mudguard is first to attach it to the upper so that

the other edge of the mudguard may be used as a surface for stitching onto the outsole. The shoe may be constructed without the mudguard without materially affecting the structure. In the latter case, the upper is continued out as the mudguard is.



The lasting process is shown in Figure 5. This is really lasting, for up to this point no last has been used. This shoe of Figure 5 happens to indicate a variation of this same structure illustrated in Figure 1, changing from open to closed heel.

Little machine work is involved, except for considerable upper stitching and some cementing to hold the parts in unity till the stitching has been done. How the outsole is stitched on is not disclosed; it may be any of the straight needle machines when applied to this structure, though the curved type needle machine is preferable.

This shoe is a variation of the stitchdown, minus the usual decorative welting, but otherwise the construction does not differ materially from the technics of making the stitchdown in 1913-14.

*Inventor:* Leo Milchen, Los Angeles, Calif.

## Shoe Stamping Press

A simplified gold stamping press especially designed for application to footwear, and known as the Wynn-liner, claims to have numerous uses. It may be used for decorating and personalizing shoe boxes, imprinting special brand names and individual store names on sock linings. It prints on paper-thin objects or up to thicknesses of two inches, and may also be used for imprinting price markers, etc. The machine takes up to 36-point type, is electrically operated, eliminates working with inks. The machine is priced at \$29.50.

## Production and Shipments, By States: Jan. Through Aug., 1949

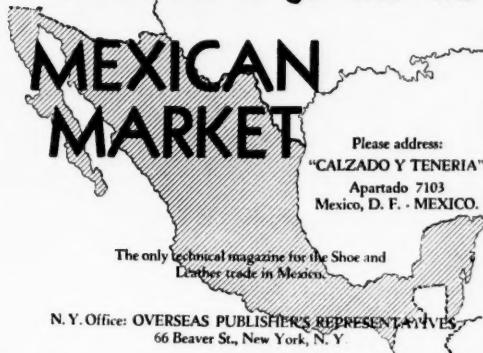
(All quantities expressed in thousands of pairs; value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments January-August 1949			January-August 1948		
	Production	Shipments	Value of shipments	Production	Shipments	Value of shipments
UNITED STATES, TOTAL .....	308,043	309,614	\$1,091,105	310,990	310,996	\$1,176,526
Illinois .....	18,940	19,394	89,709	20,826	20,778	97,858
Maine .....	18,148	18,607	59,654	16,774	16,961	57,902
Massachusetts .....	54,589	54,642	192,165	54,216	54,198	201,540
Missouri .....	37,342	37,322	157,800	42,217	42,142	182,391
New Hampshire .....	26,409	26,495	89,224	24,713	24,800	89,168
New York .....	55,277	55,460	162,662	57,455	57,454	188,542
Ohio .....	11,690	11,928	53,217	11,583	11,787	58,014
Pennsylvania .....	29,560	29,439	76,147	26,622	26,471	74,949
Wisconsin .....	10,820	10,928	57,628	11,708	11,489	62,449
Other States .....	45,268	45,399	152,899	44,876	44,916	163,713

## Shoe and Slipper Production By Types: Aug., 1949

Kind of Footwear	All-leather uppers (thousands of pairs)			Part-leather uppers (thousands of pairs)			Non-leather uppers (thousands of pairs)		
	Total	Total	Leather soles	Rubber or rubber composition soles	Other non- leather soles	Total	Leather soles	Rubber or rubber composition soles	Other non- leather soles
Shoes and Slippers, Total .....	44,995	37,947	23,175	14,109	663	1,059	299	429	331
Men's .....	10,276	9,779	5,901	3,796	82	103	66	37	.....
Youths' and Boys' .....	1,889	1,857	235	1,561	61	1	1	.....	31
Women's .....	23,902	18,588	12,152	6,080	356	675	210	159	306
Misses .....	3,061	2,555	907	1,570	78	237	7	216	14
Children's .....	2,677	2,318	1,276	986	56	26	8	17	1
Infants' .....	1,972	1,792	1,678	99	15	11	6	.....	5
Babies' .....	1,218	1,058	1,026	17	15	6	1	.....	5
									154
									22
									132

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# Leather MARKETS

Not much change in leather market. Buying slows in holiday week but prices remain generally steady. Sole leather offal most active; bellies in demand. Suede slow.

### Sole Leathers

Little change reported in Boston market which continues spotty. No change in prices although better sales made at lower levels. Light bends find fair demand at 64-65c; tanners ask up to 66c but find few interested at this level. Both medium and heavy bends slow at 60-62c.

Light Bends: 64-66c

Medium Bends: 60-62c

Heavy Bends: 60-62c

Sole leather tanners in Philadelphia say findings very poor. There are many theories advanced—competition of composition and strikes receive the heaviest blame. Slump considered very unusual and it is not known how long it will last. Repair bends have not gone down in prices—tanners just stopped making them. Factory leathers are doing fairly well although sales are not considered heavy. Prices firm. The shortage on heads and bellies continues to keep prices up and tanners sell out on these—bellies are sold up to 46c and heads to 22c.

### Sole Leather Offal

Boston sole leather offal market continues to tighten in phenomenal show of strength. Snowballing demand by buyers plus short supply of

almost all finished leathers keeps prices on steady upgrade. No signs of slackening. Both steer and cow bellies continue to sell at 46c, when available. Most deliveries scheduled now for Jan. Double rough shoulders widely wanted; single shoulders with heads on active. Heads bring good sales at 21-23c. Fore shanks stronger at 32-34c with demand growing; hind shanks also active at 32-36c.

Bellies: Steers, 43-46c; Cows, 43-46c

Single shoulders, heads on: Light, 46-52c; Heavy 33-40c

Double rough shoulders: 64-70c

Heads: 21-23c

Fore shanks: 32-34c

Hind shanks: 32-36c

### Calf Leathers

A steady market as in recent weeks, say Boston tanners. Sales continue fairly constant, prices generally unchanged. Suedes, however, slow down slightly, and interest on smooth calf picks up a bit. Women's weights widely sampled with colors for Spring a wanted item. Blue, brown, red and green popular, especially in cheaper selections. Men's weights unchanged; better tannages draw steady interest; below this not much activity. Prices on standard tannages quoted below:

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 60c

Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c

Suede: 1.10-1.20; 1.08-1.10; 90-93c

### LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM) . . . . .	90-1.06	90-1.06	95-1.10	1.30-1.48
CALF (Women's) . . . . .	85-1.06	85-1.05	90-1.15	1.30-1.48
CALF SUEDE . . . . .	1.10-1.20	1.10-1.20	1.05-1.25	1.45-1.90
KID (Black Glazed) . . . . .	70-1.00	70-1.00	55-80	70-90
KID SUEDE . . . . .	70-88	60-88	50-75	70-90
PATENT (Extreme) . . . . .	48-56	48-56	56-66	76-82
SHEEP (Russet Linings) . . . . .	18-22	18-22	19-23	23-25
KIPS (Corrected) . . . . .	57-61	57-61	55-62	70-75
EXTREMES (Corrected) . . . . .	45-53	45-53	50-56	60-65
WORK ELK (Corrected) . . . . .	44-50	44-50	50-54	56-60
SOLE (Light Bends) . . . . .	64-66	64-66	66-72	90-95
BELLIES . . . . .	43-46	40-43	35-39	44-47
SHOULDERS (Dble. Rgh.) . . . . .	64-70	60-67	58-62	77-80
SPLITS (Lt. Suede) . . . . .	37-43	37-43	39-44	41-45
SPLITS (Finished Linings) . . . . .	20-23	20-23	22-25	27
SPLITS (Gussets) . . . . .	17-20	17-20	19-20	21-22
WELTING (1/2 x 1/8) . . . . .	9	9	9	11-11 1/2
LIGHT NATIVE COWS . . . . .	25-26	24-27 1/8	28 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

## Kid Leathers

Philadelphia kid leather tanners report business at usual active Fall levels. Despite this, actual profits in dollars much lower, they claim. Reason not evident in price lists which remain stable but in fact that most sales made in cheaper leathers. New England shoe manufacturers buying heavily in low priced range with trend spreading throughout the country's shoe centers.

Suede list prices quoted at 10c below levels of recent weeks. Despite this, sales not too active. Very little black suede. Blue and some brown suede bring up to 35c. Top of 80c finds little volume interest.

Glazed shows increased activity. Blue now promoted as top color in smooth leathers for Spring but sales do not warrant this as yet. Black moves well at 40-50c. Above that, the going is slow. Linings do well at 26-35c but interest lags above this. Cowboy boot manufacturers still willing to pay good price for slipper leather in colors. Best sales made at 40-50c.

Suede: 35-80c

Slipper: 34-60c

Glazed: 30-70c; 90-\$1.00

Linings: 26-45c; 53-60c

Satin mats: 50c-\$1.00

Boston kid leather tanners report generally quiet week although sales show signs of picking up. Suede, however, falls off although top level prices remain unchanged. Interest, if any, centered upon cheaper tannages below 50c. Glazed kid, however, picks up encouragingly. Colors

much in demand with blue top seller of moment with red, green, yellow, brown and gray in good demand. Good sales reported up to \$1.00 and over with buyers also active in medium and cheaper grades.

## Sheep Leathers

firmer rawstock situation this week keeps tanners' buying cautious. Some tanners ask higher prices on finished leathers but find few takers to date. However, if good pickled skins continue to hold firm, tanners will have to buy, expect to get one or two cents more on finished leathers. Sales at previous levels remain active. Russet linings bring up to 22c for boot linings; up to 19c for shoe linings. Volume in former at 19-20c, in latter at 12-16c. Colored vegetable linings also move well at 19-22c. Chrome linings slow, as are hat sweats. Garment grains and suedes inactive.

Russet linings: 22, 21, 19, 17, 13, 11c

Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 25, 23, 21, 19c

Garment suede: 26, 24, 22c

## Side Leathers

Holiday buying slower this week as Boston side leather tanners continue to encounter difficulty. Although best tannages have little trouble selling, below this buyers are choosy, inclined to bargain before

placing orders. Competition rough on many tanners who find it difficult to hold to quotations. Best aniline type retans fairly active. Extremes bring 59c and down, kips at 67c and down, large leather at 53c and down. Regular finish corrected extremes bring 53c and down, kips at 61c and down, large leather at 45c and down. Work elk fair with full grain sales made at 56c and down; corrected at 50c and down.

Heavy Aniline Extremes: B 55-59;

C 51-54; 45-47c

Corrected Kips: B 53-61; C 51-59;

D 49-57, X 43-50c

Corrected Extremes: 45-53; 43-49;

41-47; 38-44c

Corrected Large: 40-45; 38-42; 36-

40; 33-37c

Work Elk: 44-50; 42-46; 40-44;

38-42c

## Splits

Not very active, say Boston tanners, who find Holiday week tends to slow sales even further. Prices still uneasy with better sales made below quotations. Suede slow again. Gusssets bring moderate sales up to 20c. Linings not too active with best sales made below 23c. Work shoe splits fair at 30c and down. Retan sole splits bring 40c and down for heavies; lighter grades sell at 30c.

Light suede: 36-43; 34-41; 32-38c

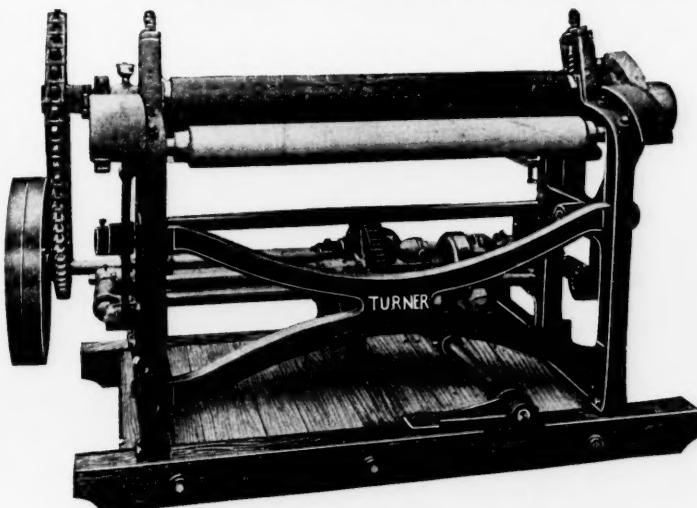
Heavy suede: 44-47; 42-44; 39-41c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 18-20; 20-22; 22-23c

Gusssets: 17-20c

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### Welting

New welting orders small. Price generally unchanged at 9c for regular Goodyear stock of  $\frac{1}{2}$  by  $\frac{3}{4}$  inches. Welting makers must pay higher prices for shoulders, prices that warrant 10c for welting. Those who continue to take business at about 9c are working on their inventories. Specialty welting continues to enjoy excellent business with prospects for the coming run very encouraging. Synthetic welting continues to hold up well in the field of cheaper footwear. Plastic welting getting a slightly better share of the work shoe business just now.

### Beltling Leathers

Philadelphia belting leather tanners find business fairly active. Prices advanced a few cents in bend butts in some weights that are selling well. Shoulders still active; tanners are selling all weights at very firm prices for waist belting and welting.

Curriers say business is fairly good. Medium weight belting prices firm. Some curriers raised their prices in light weights and extra lights since there is some shortage in these weights. Average prices on ex lights, however, still 10c higher than medium, and lights are 5c higher. Shoulders doing well. Tanners say that they really don't understand the reason for the continued volume of business in shoulders since the season is usually over by October. This year specialties men are still buying heavily. Prices on shoulders holding firm. Curriers expect their business to maintain present volume until Dec. when it will probably level off because of full inventories.

#### AVERAGE BELTING PRICES

No. 1 Ex. heavy . . . . .	96c
No. 1 Ex. light . . . . .	1.00
No. 2 Ex. heavy . . . . .	92c
No. 2 Ex. light . . . . .	95-98c
No. 3 Ex. heavy . . . . .	88c
No. 3 Ex. light . . . . .	91c

#### AVERAGE CURRIED PRICES

Curried Belting	Best Sele.	2nd	3rd
Bend butts . . . . .	1.18	1.13	1.09
Centers 12" . . . . .	1.43	1.38	1.26
Centers 24" . . . . .	1.42	1.36	1.21
Centers 28"-30" . . . . .	1.39	1.31	1.30
Widths . . . . .	1.09	1.05	1.00
Narrow sides . . . . .	1.02	.98	.93

(Premiums to be added; X-light plus 10c;  
light plus 5c; X-heavy plus 10c.)

Note: Above prices quoted are the range on  
best selection of standard tannages.

### Glove Leathers

Glove manufacturers looking only for "fill-ins" to complete orders on hand. Cutting for Christmas trade will cease in another week and Spring lines will come into the picture.

Deerskins sold during past week at 52c table run. This represents an advance of about two cents over last prices. English doeskins are being offered from 20c up depending on weight. If and when the strike is settled, a certain amount of high colored suedes will be available with the price structure uncertain. An advance of two cents would not be out of line. Good interest shown in men's grey suedes for Jan. to March delivery.

### Work Gloves

Split leathers tanners for the work glove industry are well pleased with new business. The warm Fall season was quite a "hold back" on vol-

ume business, but a note of optimism is currently displayed now that Winter weather is here. Prices are quoted unchanged at 19, 18 and 17c for light-medium weights; lights are quoted at 18, 17 and 16c; mediums at 20, 19 and 18c, and heavy-mediums quoted at 21, 20 and 19c.

### **Bag, Case and Strap**

Prediction of tanners many weeks ago that this market would hold in a healthy position the balance of the fourth quarter is certainly bearing up. Tanners generally report a fair volume of business. Meanwhile, the price structure is listed unchanged and quoted as follows:

2 ounce case	44, 41c
2½ ounce case	47, 44c
3½ ounce strap	55, 52c
4 ounce strap	58, 55c
5 ounce strap	62, 59c

### **Garment Leathers**

Continued strength in raw stocks has compelled most garment leather tanners to hold list prices at their strong levels. Despite this, demand has been good, and most tanners feel that business will be brisk the balance of 1949.

In the sheep garment leathers, suede garment for medium grades is figured in a range of 27, 26 and 25c, with top qualities bringing about 10c more. Grain garment is figured from 29, 27, and 25c. Horsehide leather for the garment industry is likewise remaining strong and unchanged. About 36c is quoted for an average price with the very best bringing up to 39c and 40c.

## **TANNING Materials**

Buying interest in Tanning Oils was active this week and business was good but sales continued to be made for immediate needs. Prices were generally firm as the quotations on most items remained the same.

Raw Tanning Materials and Tanning Extracts showed no price changes and business was fair as tanners made purchases to meet current requirements.

#### **Raw Tanning Materials**

Dry, Div't, shipment, bags	\$66.00-97.00
Wattle bark, ton	\$65.00-66.60
Sumac, 28% leaf	\$72.00
30% leaf	
Myrobolans, J. 1s.	\$82.00-64.00
J. 2s	\$50.00
Valonia Cups, 30-32% guaranteed	\$60.00
Bear's	\$95.00

#### **Tanning Extracts**

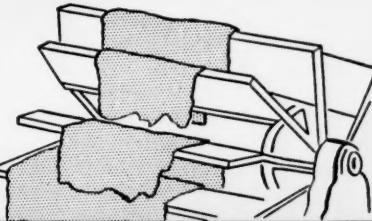
Chestnut extract, clarified, 25% tannin, tks	.lb. .039
Bbls., l.c.l., .046; c.l.	.lb. .046
Powdered, bags, c.l.	.11
Cutch, solid Borneo, 35% tannin,	
plus duty	.07
Gambier Extract, 25% tannin,	.12
bbls.	.09½
Hemlock extract, 25% tannin, tk. cans,	.12
f.o.b. wks.	.0525
Bbls., c.l.l.	.0675
Oak bark extract, 25% tannin, lb.	
bbls. 6½-6¾, tks.	.06½



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**Sides \* Splits**

Quebracho extract	
Solid, ord., basis 63% tannin, c.l.	.85
plus duty ..... 8 5/16	
Solid, clar. basis 64% tannin, c.l. ....	.09
Liquid, basis 35% tannin, bbls. ....	.08
Ground extract .....	.16 1/2
Powdered super spruce, bags, c.l. ....	
.05 1/4; 1 c.t. ....	.05 1/4
spruce extract, lbs. f.o.b. works .....	.01 1/2
Wattle bark extract, solid .....	.06 1/2-.07

#### Tanners' Oils

Cod oil, Nfd., drums	.85
Castor oil No. 1 C.P., drs. l.c.l. ....	.18
Sulphonated castor oil, 75% .....	.16-.17
Cod, sulfphonated, pure 25% moisture .....	.11 1/2
Cod, sulfphonated, 25% added moisture .....	.10
Cod, sulfphonated, 50% added mineral .....	.10
Linseed, raw 1 lbs. drums, c.l. and l.c.l. ....	.18-.19
Neatsfoot, 20° C.T. ....	.27
Neatsfoot, 30° C.T. ....	.24
Neatsfoot, 40° C.T. ....	.19
Neatsfoot, extra drums .....	.22
Neatsfoot, No. 1, drums .....	.24
Neatsfoot, sulfphonated, 75% .....	.16-.18
Olive, dom. deodorized, bbls., gal. ....	4.00-.25
Wheat, Moellon	.14
Moellon, 20° water .....	.12 1/2
Moellon, 25% water .....	.12 1/2
Artificial Moellon, 25% moisture .....	.11 1/2
Chamomile, Moellon .....	.10 1/2
Common degras .....	.10-.13
Neutral degras .....	.22-.24
Sulphonated tallow, 75% .....	.10
Sulphonated tallow, 50% .....	.10
Saponin compound .....	.11 1/2
Split oil .....	.11 1/2
sulphonated sperm, 25% water .....	.16 1/2
Petroleum Oils, 200 seconds viscosity .....	.11 1/2
Petroleum Oils, 150 seconds viscosity .....	.13
Petroleum Oils, 100 seconds viscosity .....	.11

#### NESFSA Sets Annual Banquet Plans

Plans for the annual banquet and entertainment of the New England Shoe Foremen's and Superintendents' Assn., scheduled at Boston Hotel Statler, Jan. 7, are nearing completion, according to president John Cocozella. Chester Rodenbush of the Entertainment Committee reports that this year's show will be the most elaborate the organization has ever staged.

Year Book chairman Henry E. Meirs has indicated that with the annual relief fund drive nearing its close, the relief committee expects to exceed its goal of \$20,000 this year.

#### NSMA Cuts Hide Estimate

Total U. S. hide supplies for 1949 may drop from 500,000 to 750,000 hides below the 22 million hides estimated earlier, the National Shoe Manufacturers Assn. stated this week.

NSMA said that although federal inspected cattle slaughter during Oct. fell slightly less than two percent below Oct., 1948—the first month this year in which slaughter failed to show an increase over the corresponding month a year ago—the first two weeks of Nov. showed a decline of 4.6 percent in 32 markets below the same period in 1948. Last week, receipts of livestock in 12 important markets totaled only 207,000 head compared with 273,000 for the same period a year ago.

"If the present trend continues, instead of increasing our gain by 200,000 in the last quarter, we may reduce it by approximately this amount," NSMA added.

The Association also cited the unfavorable net import hide balance outlook for the last four months of the year as well as the diversion of Canadian hides to Europe and purchase of U. S. hides by Canadian dealers.

#### Productivity . . .

(Concluded from Page 27)

industrial record shows, the larger portion of productivity gains are the result of technological advancements. Thus, if the shoe industry has failed to show average progress (2-3 percent annually) in productivity and consequent lowered costs, it is not so much the fault of the worker as it is the fault of the industry's technology — which includes not only equipment but plant, methods, management, distribution, etc. And it is here that the remedy should be concentrated.

The fact that a number of modern shoe factories have, through introduction of new methods, equipment, ideas, etc., substantially increased unit output per worker, thus reducing costs through increased productivity, demonstrates that this is the medicine needed for this chronic ailment.

Labor, too, has a deep stake in the matter. It has far better chance of its demands being met by solvent and healthy firms; a better chance of avoiding periodic unemployment or more permanent unemployment spells through company mortalities inflicted by overburdening costs.

It is time that shoe factory management looked at the immobile countenance of its productivity, took stock of its own liabilities and assets, then called in labor to work out a plan of cooperative action potentially beneficial to all concerned.

**LEATHER**

YESTERDAY—TODAY—  
ALWAYS!

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**COMPOUNDS AND LIQUID EXTRACTS**

**AMERICAN EXTRACT CO.**

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ALLEGANY, PA.



**CHARMOOZ**  
THE PERFECT SUÈDE LEATHER  
BLACK AND COLORS

**AMALGAMATED LEATHER CO.'S. INC.**  
WILMINGTON 99.

DELAWARE

# HIDES and SKINS

Packer hides slower this week. Prices fairly steady. Calfskins show renewed activity. Country hides uncertain. Horsehides move well at strong prices.

## Packer Hides

Market only slightly active in the holiday week, mostly confined to light cows and odd lots of branded steers. All trading on a steady basis, total business amounting to less than 22,000 hides.

Tanner interest slim, response to offerings very slow. Sellers slow to start, offering limited lists and finding little reaction from buying circles. Branded cows were looked for at 23½¢, but this bid was based on the poorer salting as compared with 24¢ hides, somewhat of a quality discount.

## Small Packer Hides

Mild buying interest during the past week has resulted in scattered, odd-lot trading, and at prices generally ruling about steady. Wide spread of 1 cent between buyer's and seller's ideas is also another factor which has restricted trading. Those lots averaging 48/50 lbs., of Midwestern production, have been selling occasionally at 22½¢ to 23¢ selected, FOB shipping points, in carload lots, although most offerings are held anywhere from 23½¢ to 24¢ selected. City butcher lots averaging 50 lbs. sold at 20¢ flat, in small volume trading. Heavier

hides averaging above 50 lbs. are being bid at 22 to 22½¢ selected, FOB shipping points, of Midwestern production.

## Packer Calfskins

Strength in the light calfskin market showed up very definitely this week when sellers moved a substantial quantity of Northern skins at 67½¢ FOB, up 2½¢. Heavies also sold, but held steady. Total trading amounted to 37,000 skins, two sellers active, one only contributing 4,500 skins. Points of production included St. Paul, Cleveland, Milwaukee. River skins were quiet, holding unchanged at 47½¢ for the heavies, 57½¢ for the lights.

New York trimmed skins held quiet. Last prices quoted were \$4.25 for 3 to 4's, \$4.75 for 4 to 5's, \$5.25 for 5 to 7's, \$5.75 for 7 to 9's, and \$7.00 for 9 to 12's.

## Packer Kipskins

Kipskins held steady in very small volume business this week. Only one small sale took place, Northern native kipskins selling on a basis of 45¢. There isn't much around, although some kip could be sold. Demand has been very slim, at least at the 45¢ level. Some tanners would be willing to take on skins at less than 45¢, but sellers will not hear of it. New York trimmed packer kipskins are unchanged. Prices are \$8.15 for 12 to 17's, \$9.50 for 17's and up.

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	24 -25	24 -25	24 -25	24 -25
Ex. light native steers	25 -26	25 -26	25 -26	25 -26
Light native cows	25 -26	25 -26	24 -27½	25 -26
Heavy native cows	24 -24½	24 -24½	24 -27½	28½ -29
Native bulls	18	17½ -18	17½	19
Heavy Texas steers	22	22	22	27½
Light Texas steers	23	23	23	27½
Ex. light Texas steers	26½	26½	26½	29
Butt branded steers	22	22	22	27½
Calf steers	21	21	21	21
Branded cows	23½ -24	24 -24½	23½ -24½	27
Branded bulls	17	16½ -17	16½	18
Packer calfskins	55 -67½	55 -65	55 -65	50½ -60
Chicago city calfskins	40	40	40	30 -35
Packer kipskins	45	45	45 -50	40
Chicago city kipskins	32 -33	32 -33	26 -27	28

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Nov. 23	Close Nov. 16	High For week	Low For week	Net Change
December	20.94T	21.50B	21.50	20.65	-56
March	20.29T	20.62B	20.31	19.65	+27
June	19.70B	19.60T	19.80	19.50	+10
September	19.45B	19.30B	....	....	+15
Total sales: 240 lots					

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for your: Stehling Continuous Feed Leather Wringing Machine  
Stehling Combination Putting Out and Leather Wringer • Quirin Wringer  
F. C. HUYCK & SONS • KENWOOD MILLS • RENSSELAER, N. Y.



## Country Hides

A note of uncertainty in country hide market this past week. Prices tended to ease slightly the early part, but later activity brought prices to about the same level as a week ago.

Currently, price ideas on 48/50 lb. average Midwestern country hides quoted at 19 to 19½¢ bid, flat, basis FOB shipping points, in carload lots. Occasional sales heard in this range. However, the majority of few offerings available are held at slightly higher money. Most of the demand for country hides is for the lighter weight averages, with heavier weight lots difficult to sell.

## Country Calfskins

A good deal of interest for country untrimmed calfskins, but for light weights only. In fact, up to 32¢ is bid for these lighter weights. However, sellers are refusing to separate the heavies and lights and are said to be offering all weights at 28¢. No bids are reported, however, for allweight offerings. City untrimmed allweights are quoted nominally 40¢.

In the East, the price tone is unchanged on trimmed collector calfskins. Those lots weighing from 3 to 4 lbs. are quoted at \$3.70, 4 to 5's at \$4.25, 5 to 7's at \$4.70, 7 to 9's at \$5.15 and 9 to 12's at \$6.25 nominal.

## Country Kipskins

With the development of lower prices last week in country untrimmed kipskins to 25¢, market is still rather inactive. Weakness attributed to the lower levels established in the big packer kipskin markets. Buyers still on sidelines and very cautious in their purchases. City untrimmed kipskins, now quoted at 32 to 33¢, are likewise selling only occasionally. The New York market on trimmed collector kipskins is figured at \$7.00 nominal for 12 to 17 lbs. and \$8.00 nominal for 17 lbs. and up.

## Horsehides

Market continues to hold well in line with last week's higher established levels. Buying interest at \$10.75 to \$11 for good quality 60-lb. average trimmed hides of Northern production, FOB shipping points. Untrimmed lots of the same weight average and production points, generally bring from 75¢ to \$1.00 more, depending upon the market value of the tail. The market on fronts is quoted up to \$8.00, with butts, basis 22 inches and up, quoted up to \$4.00.

## Sheep Pelts

Market slow in big packer shearlings. Slow fur business has restricted demand for the mouton trade for No. 1 shearlings. By the same token, production of shearlings has been

such that little is available at the time. Prices are generally unchanged as quoted around \$2.50 to \$3.00 for No. 1's, \$2.00 to \$2.10 for No. 2's and from \$1.70 to \$1.80 for No. 3's. Small packer shearlings are figured about 50c less.

### Dry Sheepskins

Reports from Australia note a firm wool sheep market and a scarcity of offerings. Tanners looking for raw stock but agents unable to get their principals to make offerings. Some feel that there may be some increases in December-January as a heavier kill is anticipated, which would mean more shearlings and wool pelts for the trade. However, in view of the good demand, they do not look for any reduction in price. At a recent sale, the short wool skins showed further advances and the others ruled steady. Cape and South American markets are also quite firm and usually asking prices are said to be above the ideas of pullers here.

Shearlings firm and following late sales of Cape longs,  $\frac{1}{2}$ - $\frac{1}{4}$  inches, shippers advanced their ideas and now name 28-29 pence, c&f. Buyers not quite as aggressive as they were for the longs, but still showing interest shorts,  $\frac{1}{4}$ - $\frac{1}{2}$  inch.

Hair sheep markets continue firm and selling quarters state they cannot do business in Brazil cabrettas at under \$13.50 c&f. Stocks small as local demand has used quite a few skins and shippers now offer limited quantities at high prices. Cape glovers also firmly held with not many offers received. England said to be operating and paying prices above the views of buyers here. Some small sales of cabrettas and glovers but most tanners not interested, preferring to wait until strike is settled. Nigerian sheep continue to be held at 65c per lb., basis No. 1 Kanos, while buyers' ideas seem to be top at 60c. Other primary markets have submitted relatively few offers, shippers claiming they can do better in Europe and elsewhere.

### Reptiles

Although most buyers' ideas for Madras bark tanned whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection, is top at \$1.15, limited sales made up to \$1.20 with one lot including an average of  $4\frac{1}{2}$  inches. Market ranged \$1.20-1.25, as to shippers, with not many offers being made and market said to be rising. A lot of cobras, 4

inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection sold at 95c and while up to \$1.00 is asked, the market is ranged 90-95c for average of  $4\frac{1}{2}$  inches. No late offers of vipers and market is quiet.

Siam market is firm and the few offers made are at high prices, too far out of line with the buyers' views here. Chouyres, 8 inches and up, averaging 5-5½ lbs., held at 65c and similar aers at 40c. No interest in pythons but there is a good demand for Ring lizards and crocodiles with offers few and at prices above the views of buyers here.

No change in Argentine market with ban still on licenses. Brazil market has opened up on back cut teju with sales said to have been made for Jan.-March and even April shipment at 37-40c FOB for 20/60/20 assortment, as to shippers.

Due to high levels asked for gibolas, no late sales. Calcutta oval grain lizards more active and several lots 40/40/20 selection sold at from 27-30c, as to shippers. Asking 90-95c for Calcutta bark tanned whip snakes, 4 inches up, averaging  $4\frac{1}{2}$  inches, 60/40 selection.

### Goatskins

Goatskin market still slow with tanners resisting high prices at origin. European buying keeps prices firm. Amritsars steady with Karachi 1200 lb. Amritsars reported up to \$11.50 per dozen c&f. Bombay and Delhi 1200 lb. Amritsars quoted from \$10.50 to \$11.00. Southern Indias firm at \$11.50 to 1.70/1.80 lb. sea salt cured Coconadas. Buying view 50c-75c lower. Calcutta market quiet.

Chinas slow with spot lots of Hankows reported at 84c ex dock and Honans at about 63c ex dock. Mochas also slow with Batis held at \$14.00. Red Kanos goatskins holding firm with shippers asking from \$1.22 to \$1.25 per lb. c&f, basis the primes. Best interest at \$1.20 with no sales reported at this level.



L. E. HARDWICK

... elected vice president in charge of sales of Bearfoot Sole Co., Inc., Wadsworth, O. Hardwick joined the firm's legal department 10 years ago after practicing law in Winchester, Ky. He served as counsel for Bearfoot during World War II, handling all war contracts and legal matters in connection with the company's \$550,000 expansion program. In the fiscal year just ended, Bearfoot's sales increased 12½ percent over the previous year, according to an announcement by I. B. Calvin, the firm's treasurer.

### Sales Slow At Boston Show

Buyer attendance and sales fell well below manufacturers' hopes at the Parker House Shoe Show held Nov. 13-17 at the Parker House, Boston. The show featured Spring and Summer shoe lines exhibited by brand name manufacturers from various shoe centers.

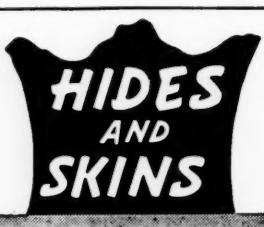
Various reasons were cited for the lack of business, including high inventory stocks and curtailed buying allotments in local department stores as well as a slow-up of consumer sales recently. In addition, the proximity of the Popular Price Shoe Show of America, scheduled for New York Nov. 27-Dec. 1, was believed to have slowed orders. Buyers were largely from Massachusetts and northern New England.

Colors in popular priced shoes came in for good attention, with navy at the head of the list in buyer preference. Also popular were two-tone color combinations on wedge type shoes. Casuals featured bright colors such as red, orange, yellow and green as well as multicolor effects. In dress shoes, the open-upper type drew good attention.

### Sawyer Marks 80th Year

Sawyer Tanning Co., Napa, Cal., glove, garment and specialty leather tanners, held its 80th anniversary banquet at Soscol House, Napa, on Nov. 12. The company began operations in 1869. Presentation of service awards was made to veteran employees.

**Brokers  
&  
Tanners'  
Agent**



**HIDES  
AND  
SKINS**

**ISAACSON-GREENBAUM CO.**

210 LINCOLN ST.  
BOSTON 11, MASS.

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**Expert  
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# SPOT News

## New York

• Declining sales have resulted in employment reductions at Tru-Stitch Moccasin Co., New York. Prior to the cutback, some 540 workers were employed at the plant.

• Clapp Shoe Co., Rochester, has announced plans to expand its operations. A group of Rochester businessmen recently took over control of the firm, which manufactures baby shoes. Thomas H. Brenna has been elected president, Carl Ostberg is vice president in charge of sales, and Don Volpe is secretary and treasurer.

• Meeting of creditors of Bryant Shoe Corp., Long Island City footwear wholesalers, was held this week in New York City.

• An involuntary petition in bankruptcy has been filed against Senco Leather Mfg. Co., Inc., New York City manufacturers of fitted cases, it is reported.

## Pennsylvania

• L & W Shoe Co., Inc., Philadelphia footwear retailers, is reported about to move executive offices and warehouse into larger quarters at 22-24 North 4th St. The firm was formerly located at 117-19 N. 7th St.

## Kentucky

• Lucky Tott Shoe Co. is moving operations from Fulton to Martin, Tenn. The firm manufactures baby shoes.

## Ohio

• Athletic Shoe Co., Chicago, is producing a rollerskating shoe in addition to its regular lines of storm boots, slippers and athletic footwear. The shoe with skate attached retails at \$15.

## Missouri

• Johnnie Walsh, who originally designed the Casual shoe and holds several patents on this type of construction, has opened a style service in St. Louis. Known as Camille Designs, Inc., the service will issue monthly between 50-60 original shoe designs for all types of women's shoes. Annual fee for the service is \$150. Walsh was formerly stylist for Hamilton, Scheu, Walsh Shoe Co. and later headed his own firm, San Loo, Inc.

• Students in Washington University's shoe designing class are presently competing in a contest featuring original shoe designs using laces as a main theme. The contest is sponsored by the Associated Braid Manufacturers of the American Cotton Textile Institute, Inc., which will award cash prizes to winners.

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

## Special Notices

### For Sale

Monthly quantities of foreign hides  
in crust for upper or  
sole leather tanning.  
Address M-11,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

**POSITION WANTED:** Have had many years experience as hand schlicker buffer on harness leather and all kind of shoulders. Am seeking a position in this line. Address M-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### For Sale Sole Leather Tannery Equipment

EVAPORATORS—ONE COMPLETE SET  
Triple Effect. 5 foot diameter, copper, with condenser pumps and drop tanks.

MONORAIL HOISTS AND CRANES  
1-5 ton and 1-3½ ton Shepard Niles D. C. cab operated Monorail Hoists.

1-50 foot span and 1-29 foot span Monorail Bridge Cranes.

BLEACHING MACHINES—COMPLETE  
2-9 foot Carley Heater.

PENDULUM ROLLERS  
5—Sets of four units and 3 sets of two units  
—Shapley Wells.

MILLS  
2-10 ft. dia. x 9 ft. 9" Staves—tanning mills complete with drives.

4-10 ft. dia. x 6 ft. Staves—extracting mills.  
Several—8 ft. dia. Washing and Oiling Mills.

Pumps, Tanks, Motors, Unit Heaters, Circulating Fans, Transporters, Tractors, Trucks, and other Miscellaneous Equipment and Parts.

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FOR INSPECTION

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THE AMERICAN OAK LEATHER COMPANY  
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CINCINNATI 14, OHIO

## Wanted For Export (Far East)

Black calf & colors (10-12 ft.); Black patent S-10; Glazed & Suede Kid 5/8; Full grain Kips & Sportland 8-16 ft. 2½-3½ oz. Only tanners please offer suitable cheaper grades. P.O. Box 998, Church Street Annex, New York 8, N. Y.

## Small Tannery For Sale

Plant centrally located in the South and adjacent to a large city. Now tanning vegetable and chrome beiting leather, and finishing same for the trade. Well equipped and may be seen in operation. Address M-7, e/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

## Medium Size Tannery For Sale

WILL SELL half the interest, or all, of tannery now in operation. Located in growing industrial city, population 150,000. New building, 75% of machinery new. Could easily be extended to a much larger tannery. Don't write if not fully interested. Tannery and machinery are free from any debt. Address M-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

## Situations Wanted

### Kid Suede

PRODUCTION MAN, technician, tanner, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab. data, skin histology. Can get along with the help, keep cost economy. Has good record of reliable leather can start subject from scratch or supervise existing manufacturer. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Help Wanted

### Leather Finisher

EXCELLENT opportunity for assistant to head of finishing department in New England side and split tannery. State experience, apply Box Z-14, Leather & Shoes, 10 High St., Boston, Mass.

# WANTED

Dyes—Chemicals—Extracts  
Bichromates—Oils—Waxes  
Greases—Residues  
By-Products—Wastes

**CHEMICAL SERVICE CORP.**  
80-02 Beaver St., New York 5, N.Y.

## Coming EVENTS

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Nov. 28, 1949—15th annual banquet and entertainment, 210 Associates, Waldorf-Astoria Hotel, New York City.

Dec. 4-6, 1949—Spring Shoe Show sponsored by the Indiana Shoe Travelers' Association, Inc. Hotel Severin, Indianapolis, Indiana.

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

Jan. 21-25, 1950—Annual Mid-Atlantic Shoe Show, Philadelphia, Pa.

Feb. 11-14, 1950—Shoe Show by Pennsylvania Shoe Travelers Assn., William Penn Hotel, Pittsburgh, Pa.

March 7-8, 1950—Official Opening of American Leathers for Fall, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

May 1, 1950—Spring Meeting, National Hide Assn., Boston, Mass.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 25-26, 1950—Spring Meeting, Tanners' Council of America, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

## REPAIR YOUR LASTS

Don't throw them away no matter how worn they are. We can repair your lasts by a special patented method at 75% savings on the cost of new lasts. Yet we will make your worn lasts as good as new. After lasts are repaired by our special patented method they can be repaired again several additional times.

Send 2 or 3 pairs of your worn lasts—we will return them to you repaired and remodeled, and there will be no charge for this trial.

### MILWAUKEE LAST REPAIR CO.

602 S. 5th St.  
Milwaukee 4, Wisconsin

## DEATHS

### Samuel D. Saxe

... 61, prominent in New England shoe and leather circles for many years, died Nov. 18 at Beth Israel Hospital, Boston. Saxe started his career in the shoe industry about 19 years ago as a member of a Boston wholesale shoe firm. At the time of his death, he was president of Kesslen Shoe Co., Kennebunk, Me., and vice president of Saxe-Glassman Shoe Corp., Saco, Me.

Before entering the shoe business, Saxe was active in the newspaper trade. He served as sole New England agent for the Crowell-Collier Publishing Co. for several years. Known for his charitable and community work, he was a member of the Friends of Boston University, an organization formed to raise funds for the university. He was also on the board of directors of Temple Israel, Boston.

He leaves his wife, Goldie; three daughters, Mrs. Eleanor Glassman and Mrs. Shirley Sherman of Brookline, Mass., and Mrs. Doris Mermelstein of New York; four brothers, David, Nathan, Myer and Hyman Saxe with whom he was associated in business; and three sisters, Mrs. Besie Weiner, Mrs. Celia Apteker and Mrs. Elizabeth Bluhm.

### Gregory T. Lomasney

... 61, a foreman in the Walton Shoe Co., Chelsea, for many years, died at Lynn, Mass., Hospital last week after a short illness. He leaves his wife, Annie; two sons, Gregory J. and Edward J.; a brother, John; and two sisters, Miss Mary Lomasney and Mrs. William Emery.

### Peter E. Girard

... retired leather merchant died at his home in Lynn, Mass., on Nov. 16. Well known in the New England trade, Girard conducted a leather business in Lynn for 45 years up to the time of his retirement in 1947. He leaves his wife, Aurelie; a daughter, Mrs. Paul J. Kirby; a sister, Mrs. Mary Reynolds; a brother, Joseph; and two grandchildren, Carol and Paul Kirby.

### Henry J. Bensen

... 74, leather buyer and shoe executive for many years, died Nov. 5 at his home in West Roxbury, Mass. He had celebrated his golden anniversary only a week earlier. He leaves his wife, Catherine; two sons, Henry J., Jr., and George C.; and a daughter, Miss Martha A. Bensen.

## Index to Advertisers

Amalgamated Leather Cos., Inc.	34
American Cyanamid Co.— Industrial Chem. Div.	Front Cover
American Extract Co.	34
American Hide & Lea. Co.	Back Cover
Arkansas Co., Inc.	29
Atlas Refinery, Inc.	33
Calzado y Teneria	29
Chemical Services Corp.	37
Colonial Tanning Co.	4
Dow Chemical Co., The	2
DuPont, E. I., de Nemours & Co., Inc. Grasselli Chem. Dept.	13
Howe, Al, Services, Inc.	37
Huyck, F. C., & Sons	35
Irving Tanning Co.	33
Isaacson-Greenbaum	36
Limon, Geo., Tanning Co., Inc.	24
Lincoln, L. H. & Son, Inc.	30
Link-Belt Co.	17
Milwaukee Last Repair Co.	38
Mutual Chem. Co. of America	26
Nopco Chemical Co.	39
Ohio, The, Leather Co.	30
Philipp Bros. Chem., Inc.	33
Randall Co., Inc.	14
Remington Products, Co., The River Plate Imp. & Exp. Corp.	27
Schlossinger & Cia, Ltda.	38
Standard Dyewood Co., Inc.	32
Superior Tanning Co.	32
Taber Pump Co.	38
Tannade Co., The	18
Turner Tanning Mchy. Co., The	31
United Shoe Machinery Corp.	6, 20 and 23

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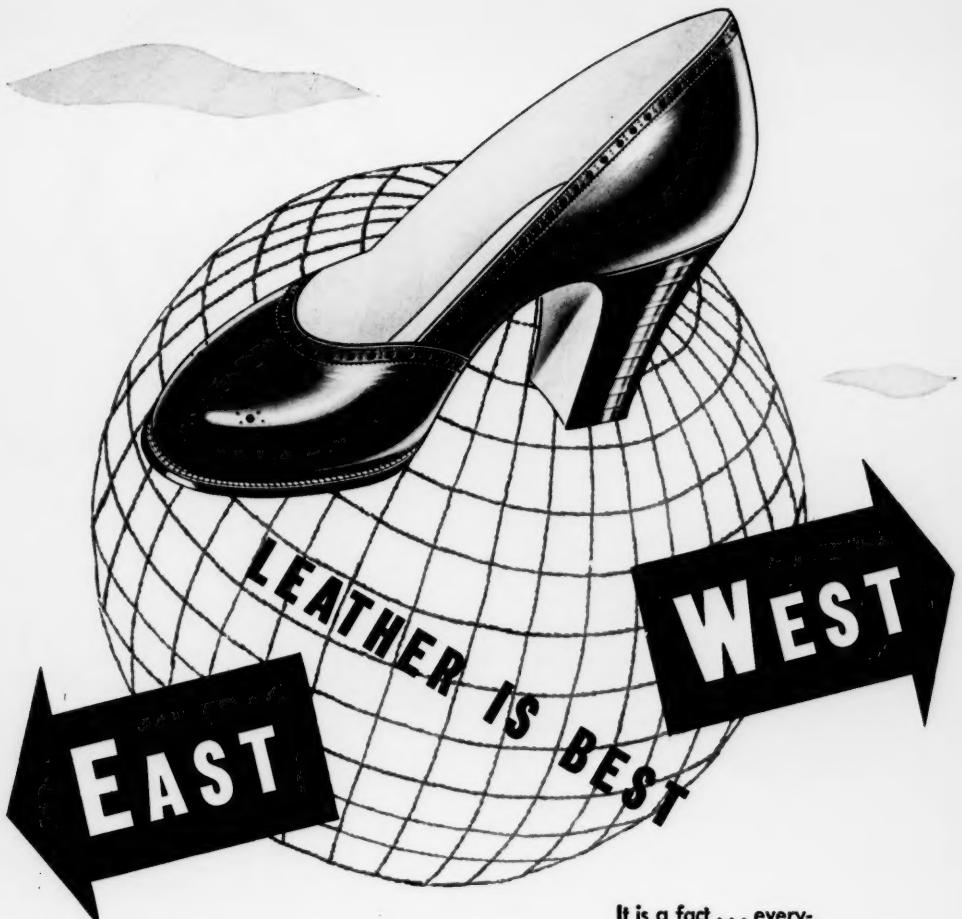


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